A Happy New Year

THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, DECEMBER 30, 1904. NO. 19.

BEST EQUIPMENT.
BEST DELIVERY.

BEST TREATMENT.
BEST CANS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

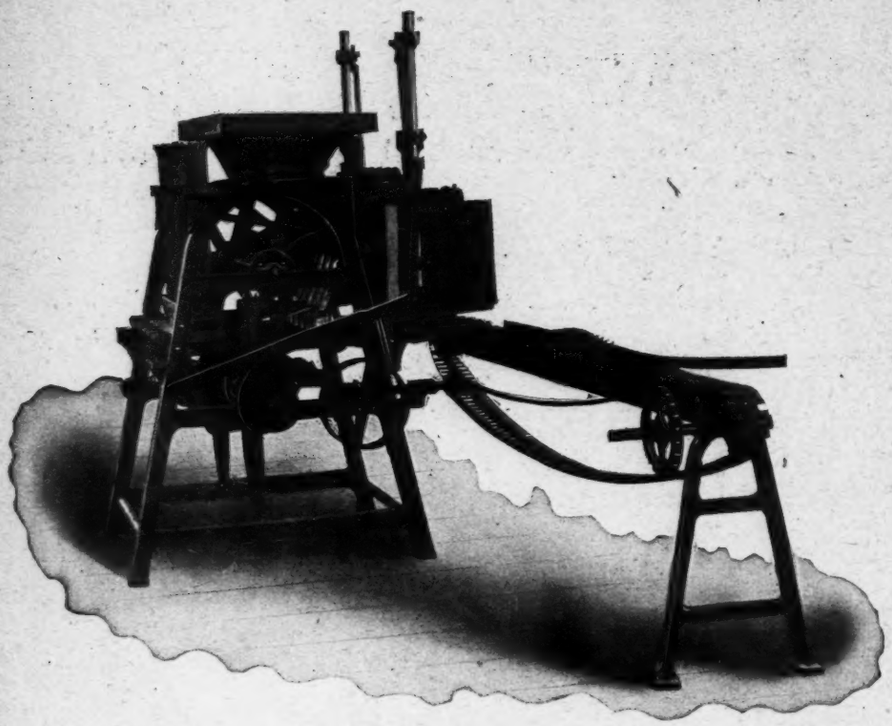
BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

PRINCIPAL OFFICES:

CHICAGO, ILL.
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.
209-221 MISSION STREET.

THE NEW 1904 BUCKLIN PEA FILLER AND BRINER.



Stittville, N. Y., Sept. 8, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.

Gentlemen—The new Bucklin Pea Filler is a daisy, in fact we believe it to be the best pea filler and briner on the market today, and no doubt when the pea canners "catch on" you will have lots of orders. We did not have a moment's trouble with it—it worked beautifully all through the season and of course we are perfectly satisfied with the machine in every particular.

Yours truly,
(Signed) The Stittville Canning Co.
Per D. B. Simmons.

Freehold, N. J., Oct. 28, 1904.

The Sinclair-Scott Co.,
Baltimore, Md.,

Gentlemen—Yours of October 26th is received. Referring to the improved Bucklin Pea Fillers purchased of you this season, I would say that I operated them through the entire pea packing season with entire success. You will remember that I put in two to begin with, and immediately ordered two more. They do the work more completely than any filler I have operated heretofore. The cans are filled uniformly; the brine is drained off without any loss of peas, and in a perfect manner. There are no possible jams—altogether, I do not see how you could improve upon them. Its capacity is fully equal to that of the Hawkins capper. I shall equip my entire plant with them another year. Yours truly,

(Signed) Jos. Brakeley.

The "Colossus" Pea Separator

BUCKLIN CYCLONE PULP MACHINE

BUCKLIN FINISHING PULP MACHINE

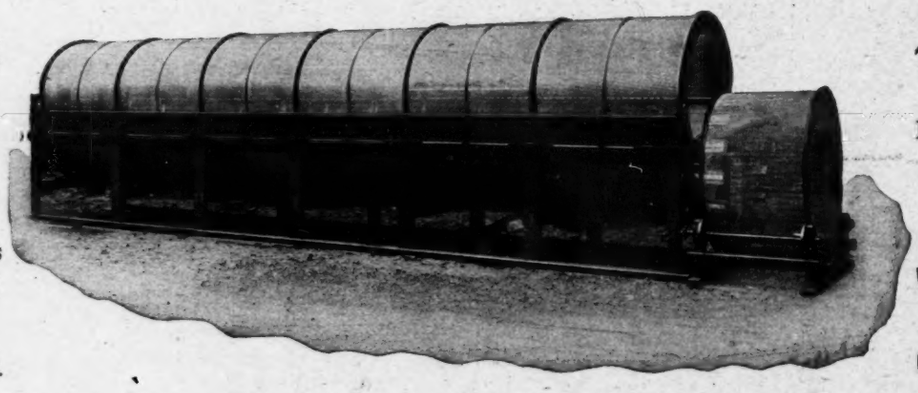
Pea Hullers

Cranes

Crane Fixtures

Peach and Apple Parers

KETTLES, CRATES, &c.



OYSTER BOXES AND CARS

Trayless Power Tomato Fillers

Foot Power Tomato Fillers

Pineapple Slicers

PINEAPPLE AND VEGETABLE GRATERS

Floor Trucks

CLUTCH PULLEYS, &c.

THE SINCLAIR-SCOTT CO.,

WELLS AND PATAPSCO STREETS,

BALTIMORE, MD.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT AND MANAGER OF SALES.

OFFICES:
PITTSBURGH, PA.

WORKS:
STEUBENVILLE, OHIO

Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

OYSTER STEAM BOXES

OYSTER CARS
OYSTER MEASURES

PROCESS KETTLES
PROCESS CAGES

POWER CRANES, Etc.

H. COTTINGHAM,

504 E. Fayette St., Baltimore, Md.

STEWARD'S

Sanitary Can.

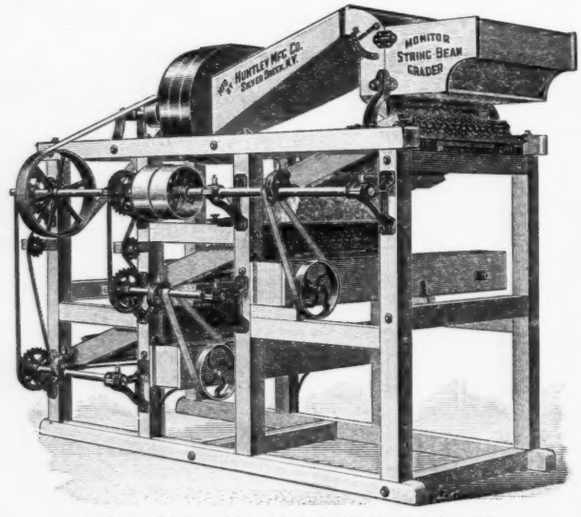
By using our system you get as near the natural flavor as possible.

SAFE FOR ANY ONE TO USE. ***CHEAPER TOO.***

L & J. A. STEWARD,

Rutland, Vermont.

REDUCE THE COST OF CANNING



MONITOR STRING BEAN GRADER.

BY USING THE

MONITOR STRING BEAN GRADER

The Wayland Canning Co., Dec. 12.

Huntley Mfg, Co., Silver Creek, N. Y.

Gentlemen—The Bean Grader we purchased of you this season has given excellent satisfaction. We think it is far ahead of any other device we have ever used for grading beans. Its use is a great reduction in the cost of packing.

Very truly yours,

WAYLAND CANNING CO.

MONITORS will do as much for you. The line includes: String Bean Graders, Bean Cutters, Can Fillers, Pea Graders and Cleaners, etc.

Sold subject to a 30 days' trial and guaranteed perfect in every respect. Write for our catalogue and have the BEST in canning machinery for next season.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

Second Hand Machinery For Sale.

1 2-H.P. Backus Gas Engine.
1 2-H.P. Otto Gas Engine, Electric.
1 3½-H.P. Otto Gasoline Engine, Electric.
1 7-H.P. Olin Gas Engine. Electric.
1 9-H.P. W. & M. Gas Engine, Electric.
2 12-H.P. W. & M. Gas Engine, Tubes.
1 12-H.P. Otto Gas Engine, Electric.
1 14-H.P. Otto Gas Engine, Electric.
1 20-H.P. Otto Gas Engine, Electric.
1 5-H.P. Otto Gas Engine.
1 6-H.P. Otto Slide Valve.
7 No. 4 Treadle Presses.
2 No. 3 Treadle Presses.
6 Squaring Mgchines.
3 Drop Solder Cutters.
3 Screw Presses.

1 24 x 10 Clutch Pulley.
1 36 inch Exhaust Fan.
1 18 inch Swing New Haven Lathe.
1 13 inch Swing Pratt & Whitney Lathe.
1 Drill Press.
1 Emery Grinder with Stand and Counter Shaft.
1 Emery Grinder.
1 Air Pump.
1 6 x 4 x 6 Snow Steam Pump.
1 4½ x 2¾ x 4 Snow Steam Pump.
1 Small Blake Steam Pump.
2 Mitchell Power Presses.
2 Mitchell Can Floaters, complete.
1 Cameron Body maker, complete.
1 Lever Press or Punch, with deep throat.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

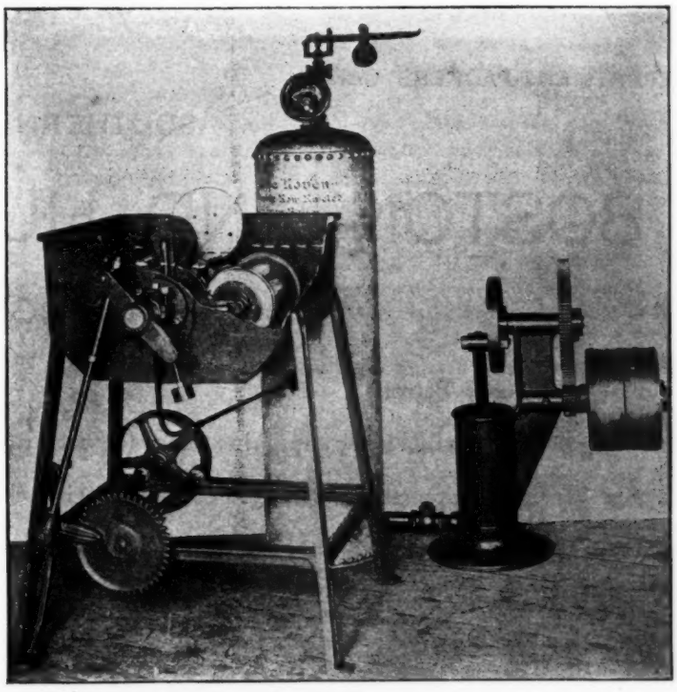
Can-Making Machinery.

Up-to-Date
Can Tester.

Designed to work in Connection with Floaters.

Capacity: 12,000 2-lb. or 3-lb. Cans.

Will test any size Can, round square or oblong.



E. J. LEWIS, Middleport, N. Y.

Possessing the best equipped and largest factories

We supply the Finest Cans with no delays.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

BALTIMORE, FRIDAY, DECEMBER 30, 1904.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

The year seems to be ending up with a widespread distribution of wintry weather. Santa Claus evidently whirled through the West, Middle and Northwest clear down to the Atlantic coast leaving a blizzard in his wake. It is seasonable weather however and will do no harm. For business people in general, retail dealers especially, this winter season of 1904 commenced in earnest on time, but made very good demand for all kinds of seasonable goods, food, clothing and shelter, and the result has been an exceedingly good crop of business during the month just closing. Money has been plentiful and in good distribution; the holiday shopping and spending has been far beyond the average and the whole country as a consequence is brisk in business and seasonable happiness.

There seems however to exist what may be considered a contradictory spirit of what might be expected from these conditions. Whilst business is undoubtedly good and more plentiful there is evident everywhere a disposition towards lower prices. Wholesale buyers are all acting as if they thought there would be at any time the beginning of a general decline in values. But with demand consuming supplies at the rate it is doing, there can be no expectation of this for months anyhow.

Canned goods values remain very much as they were last week, yet strange to say tomatoes show a decline of about 2½¢ from last week and they are becoming so low priced that there is no one willing to do them reverence. In other words they have become like what the old German said about religion, when he heard it was free to all "too cheap to be good," and it is possible there will be little faith in them until they begin to score a rise. Nobody cares to stock up with goods that are steadily declining.

It looks as if the powers that be at New York desire to get corn into this same condition before the season of February futures is on hand. The published statistics of the corn pack of 1904 in a New York grocery paper, while it will tend to discourage packing during the coming year, will do so only because it will make all buyers reason there will be a extraordinary carry-over of the 1904 pack. Our only impression is that New York

jobbers desire to disseminate this belief of an immense corn pack for sake of discouraging the Western packers of corn who we all know are desirous of taking possession of the Eastern market. It will probably have that effect because when two years' supplies are gotten up in one season, somebody must take a rest unless they have money to throw away. We advise our readers to carefully peruse our New York letter this week. It has carefully considered the canned goods situation of New York at present and is worthy of their attention.

From the little variation in the quotations from canned goods brokers one would infer that the people had given up demanding canned goods except plum pudding, etc., or that the brokers had gone away knowing that prices will not change.

In the New York market the only variations appear to be an advance of about 10¢ per dozen in gallon apples, and from 5¢ to 10¢ per dozen on Maryland stock of the same thing.

Lobsters are coming into quotation once more, and as usual the steady demand for regular consumption is bringing even the dullest of goods outside of the staples, up to seasonable values.

There are no variations in the quotations of corn. In this market standard sugar corn, Harford County is quoted at 60¢; Maryland dry packed at 75¢, and extra at 85¢. In New York standard state corn is quoted at 82½ to 90¢ for spot; Maine at $1.05 to $1.10; Maryland and Virginia at 77½ to 80¢, and Western brands at 75 to 80¢.

In tomatoes in this market standard No. 3 are quoted at 62½¢; standard No. 2 at 45¢; No. 3 seconds at 60¢, and No. 2 seconds at 42½¢. No. 3 extras at 95¢, and gallons at $1.90.

Pineapple shows no change with light holdings for the season, and no change in quotations from last week.

Oysters are feeling the effect of steady winter. The supply has only been fair to good in quantity though the oysters are in excellent condition. There is complaint, however, of a considerable advance in the price of shell stock during the past month and if this condition continues we will see an advance in the price of cove oysters, although we had to report declines during the past fortnight.

We begin to hear of attention to future peas about this time, and we understand the difficulty in regard to seed peas which so much affected the market at this time last year has to a large extent been overcome. It is to be hoped, however, that the multitude of new packers who opened up in the West during the past year or two have by this time learned that it is more than essential to be careful with fine peas; that the market will not absorb peas of an inferior quality and that such goods go into consumption only at sacrifice prices and injury to the entire pack. Just at present standard early Junes are quoted at 75¢; extras at 85¢; sifted at 90¢ to $1.00; extra sifted $1.25 to $1.40, and petit pois at $1.60 to $1.75.

There is a good deal of interest at present in the outlook for metals of all kinds and those pertaining to the canning industry are not the least important at present. There has been a sort of commercial war or statecraft between the Far East, whence supplies of tin originate, and the Far West, as England has to be considered in that regard. But indications at present are that contention will cease. With the turn of the year all the indications are prices will advance by general agreement, and the first movement has been made in that respect during the past week. The advance in the prices of tin plate during the past week has had the effect of making buyers of cans conclude to wait and take their chances of figures at least not going higher. The competition now developing in a large form in the can situation tends and will tend to keep the prices of cans from advancing. But after all the published reports of the estimates of the corn and tomato packs of the year 1904 may more affect the values of cans than either competition among the can makers or variations in the prices of metals.

We note a slight advance in the quotation of pig tin, and figures are altered in our quotations from what they were last week, 29.70 to 29.85 for this week. We believe, however, these figures can be slightly shaded in making purchases, and there will not be necessity of waiting on the market much longer, for we will have turned into the new year before our next edition.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries—AMERICAN CANS

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

Not much buying interest is shown during the closing week of the year. In fact jobbers, as a rule, have been holding off waiting for the closing of the inventory time and to clear out some goods which are clogging their shelves. Interest is limited to actual requirements in most instances, and immediately after the close of Christmas buying these are light. Conditions are somewhat unsettled and few brokers or jobbers would have the hardihood to undertake accurate predictions of what the future has in store. Sentiment apparently tends in favor of increased activity, the probability being based upon the supposition that retailers are carrying small stocks.

If one should attempt to review the year one would have a task of extreme difficulty. The New York market has been more or less uncertain all the year, the degree depending upon the season and the situation in other lines.

Trade opened reasonably active in January after the lull following the Christmas trade, but this activity was succeeded by a period of unexpected dullness which lasted until early summer. Buying began about then, but was short-lived and pronounced fluctuations in demand have marked the trade ever since. As one broker expressed it, "Trade, as a whole, has been good all the year, but it has come and gone, no one knowing what to depend upon nor how long any particular movement would last. Under such conditions stability has been impossible and holders and buyers alike have been unable to make definite plans for the ordinary development of their business."

Corn.—The publication of the *American Grocer's* statistics of the corn pack, showing the enormous output of 11,500,000 cases in the United States and Canada, almost double the output of last year, created a good deal of consternation in the trade. According to the views of a number of experienced men it will stop all future buying for the present. With a heavy carry-over probable, buyers will hardly want to place orders for future delivery at prices which sellers might ask now. Before the publication of these statistics it was generally understood that buyers would begin buying futures shortly after the turn of the year. But with this enormous output reported as in sight very little buying will be done now. So far as the market for the closing week of the year is concerned it has been dull and more or less unsatisfactory to holders. The situation shows no indication of improvement, but holders, fortunately, are not attempting to crowd business on an unwilling market.

Tomatoes.—Statistics published by the *American Grocer* show a total pack of about 8,500,000 cases, which is about 2,000,000 cases less than last year. The publication of these statistics had the effect of strengthening the market somewhat. But it is difficult to settle the disturbance caused by erratic movement in the markets during the season since packing begun. The uncertainty of the carry-over, the situation in regard to weak holders selling at reduced quotations to obtain necessary money, numerous rejections and the complaint of poor quality, have all tended to disturb the market and cause more or less uncertainty. A syndicate is said to be buying up weak lines, and this has strengthened the market some, but aside from this nothing has occurred to put tomatoes in better shape. Trading at the close was dull, and holders had difficulty in securing orders to carry out the ordinary amount of goods. At 65¢ delivered buyers take what is required to keep their stocks complete, but at 60¢ delivered it is said that there is no chance for movement sufficient to make any impression on first hand holdings.

QUALITY and QUANTITY, Fair Treatment, with Dependable Deliveries=AMERICAN CANS

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

Peaches.—The year in peaches has been disappointing. There was a shortage everywhere, not even California producing enough to supply the ordinary demand, while the quantity of Southern fruit which was available for this market was much below the average. The result was a firm market at the start, which has become steadily more so and which will probably be higher as soon as spring buying begins. At the close it is impossible to buy peaches separately from California. They must be taken in assortments of other goods, otherwise holders will not part with them.

Apples.—Gallons close the year in strong position, due to the shortage in the pack for this year. Packers, discouraged by the unprofitable prices which prevailed on last season's pack, refused to put up new goods. The result is that the market is now poorly supplied and consumptive demands are becoming urgent. Bakers' supply houses have been at work quietly, buying up everything they could find at $1.85 or under, delivered, and according to one report they have succeeded in obtaining control of a good many of the supplies now available. Heretofore packers have not suspected the size of the movement, and have sold readily at that price. Now all stocks are held firmly and an advance is imminent.

Salmon.—The year has been eventful in that the pack was the shortest on record, no variety being up to the average, with prices varying on account of the supply being uncertain. Conditions are now unfavorable and holders are not anxious to sell what they have, even at high quotations. The supply is practically all exhausted, first hands having nothing left to offer, with the exception of red Alaska. Packers expect a better condition of affairs next year.

In other lines conditions have varied little from the even tenor of business as it runs from day to day.

HUDSON.

Now is the time

To look up that machinery which you will not use next season, and exchange it

FOR CASH

by advertising it in the "Want Columns" of THE TRADE. This method will cost you but little, and yet will bring direct results. Do not delay. Look the matter up now and send it in to us.

THE TRADE,

Baltimore, Md.

FOR YOUR

CATSUP AND JELLY

you ought to use only

"AMALIE" BRAND

COLORS

They create a natural color effect, and are extremely economical in use . . . .

Preserving Salts

FOR

Tomato and Fruit Pulps

of the best obtainable quality.

Soldering Flux

that is always reliable.

German-American Chemical Works,

L. SONNEBORN SONS,

801-809 S. Wolfe Street,
BALTIMORE.

102 S. Commercial Street,
ST. LOUIS.

281 Pearl Street,
NEW YORK.

VIRGINIA CAN COMPANY

MANUFACTURERS OF

Packers' Cans

Capacity:

130,000 Cans per day of ten hours.

OUR RECORD IS:

"We Have Never Had a Complaint."

Correspondence Solicited.

Virginia Can Company,

Buchanan, Virginia.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

The market for cannned products shows the true Christmas dullness this week, and as the jobbers are more intent on reducing assortments, to be ready for the January inventory, than on laying in new supplies, there is not much chance of an improvement in the demand during the remainder of the current month. Tomatoes are rather a puzzle, owing to the doubts as to the size of pack and the degree of success that the would-be syndicate is meeting with. It is reported that cheap lots are being absorbed for speculative purposes by persons supposed to be interested in the syndicate and its ambitions. There is perhaps a little better tone in the tomato market, which is a good sign in view of the slow demand. The market for corn is unchanged, and there does not seem to be any business doing in futures on the basis of 80¢ for standard State corn, the Association price. California corn may have a future yet. Says *San Francisco Grocer*: "The California Fruit Canners' Association this year put up 10,000 cases of State corn under the Rose brand, a large portion of which has been placed with the home and export trade on the basis of 90¢ per dozen to the retailers without receiving a single complaint, in consequence of which they intend preparing for an increased output the ensuing season, and will make a price on same early in the New Year." The market for Eastern fruits is inactive. No. 3 white seconds and No. 3 yellow standard peaches are scarce at Baltimore, and the latter are offering there at $1.40 to $1.60 per dozen. New Singapore pineapple is now being packed and arrivals are expected to reach here in March. Salmon is unchanged.

—*Merchants Review.*

Chicago.

Canned Goods—Unchanged conditions rule in canned goods. Almost all items are firm, and several will in all probability advance before spring. Canned corn is steady and in fairly good demand. Futures, even at lower than last year's opening prices, are selling slowly. Tomatoes are steady. Prices are at rock-bottom, hence tomatoes are not only safe to purchase, but with values from 5 to 10 cents below cost of packing, they look like a good speculation, as any change is almost certain to be an advance. Peas are unchanged. Demand is pretty good. Canned pumpkin is in better demand, apples also. Peaches are very firm, owing to scarcity, which is expected to end in higher prices. Other canned fruits are firm, and stocks in some lines are small. Salmon is firm on all grades. Sardines are about steady. Shrimp and lobster are firm. Cove oysters are firm, as the pack is reported light.—*Grocers Criterion.*

Philadelphia.

Tomatoes show no change and no special demand, except for 2's. Stocks of these in jobbers' hands seem to be small, and some are wanted. The market has no strength, however, and nothing is likely to develop until after the first of the year. Corn is unchanged and without special demand. Good corn is scarce and firmly held, but the tendency in low grades is weak. Peas are selling in a small way, low grades leading. The market is still rather in buyer's favor. Peaches are unchanged and without special demand. The general lines of California and Baltimore canned goods are moderately active and unchanged.—*Grocery World.*

Boston.

Again we have to report nothing new, and we do not expect to make any other report until after the first of the new year.

Sardines are steady at the recent decline.—*New England Grocer.*

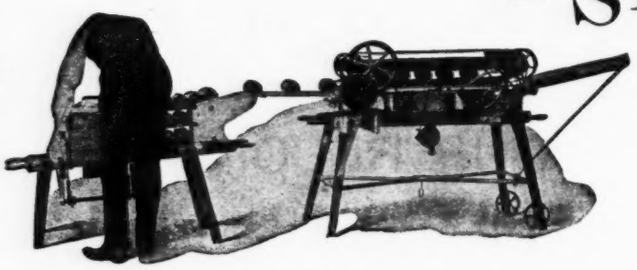
Toronto, Can.

With the exception of vegetables, canned goods are quiet. The record movement for this season of the year in tomatoes, corn and peas continues, while canned fruits have given place temporarily to fancy fresh fruits for the Christmas trade.

Montreal, Can.

There is nothing much to report in the canned goods situation. The jobbing trade is quiet, and retailers are not looking for anything in this line just now, except it be for some special lines of fruits. Some more sales of American tomatoes have been put through, though the amount is not very large, several carloads covering the orders. There is a slight remand for British Columbia salmon on account of the strong position of this line.—*Canadian Grocer.*

KNAPP Labelers and Boxers are *STANDARD throughout the World.*



Now is a good time to learn for yourself all about these machines before the season begins. You will find them reliable, dependable and practical. Each machine guaranteed to do good work. It is easy to get shipments out promptly with a "Knapp" outfit. Hundreds of satisfied users speak in the highest terms of the "Knapp."

One of our largest packers, who used these machines for the first time this season, says: "I made a mistake in not ordering them earlier."

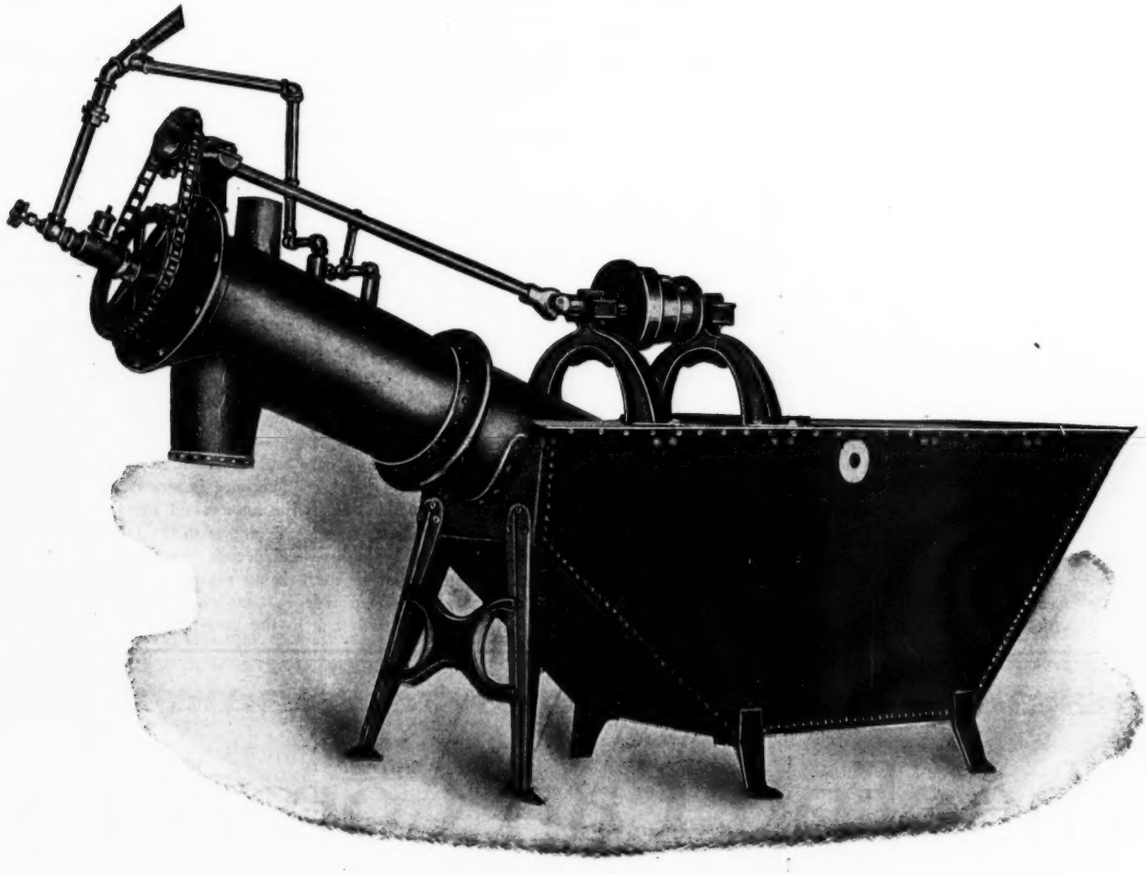
Write us today.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam.

Best Method. Saves the fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

London, England.

Salmon—The tone of the market continues quiet, but there is no change to record.

Lobsters are firm. The "Florence" has brought 884 cases and the "Ulunda" 823 cases, the last named to Liverpool.

Sardines continue to meet with a fair demand, and the market maintains a very firm tone. The arrivals include the "Herrera" with 1,813 cases, the "Lisbon" with 1,382 cases, the "Narbonne" to Liverpool with 1,163 cases, and the "Colomba" to Newhaven with 1,285 cases.

Meats—The demand continues steady, and prices are without change.

Fruits and pines are without alteration, but business in these is very quiet.

Liverpool, England.

Salmon—Inquiry keeps very fair, considering the time of year. There is a felt scarcity of best salmon, particularly in 1-pound flat tins, and fancy prices are being made for this package.

Lobsters steady.

Sardines continue in fair inqury.

Fruits quiet but steady. Pineapples firm.

Rabbits continue in good demand, and orders that have been cabled out at anything like current quotations are being sent back, as today's market prices are stated to be below the cost of production, especially 1-pound tins.—*Grocers Gazette.*

The H. & M. New Factory.

A letter from Hohmann & Maurer Mfg. Co. reads:

It is with regret that we find ourselves compelled to ask you to cancel our advertising contract January 1st, 1905, which, we understand, is the date it expires.

We regret this not only because we appreciate your many courtesies, but also because we know you have been instrumental in building up our immense business.

The necessity for our action is because our business has increased so rapidly that, notwithstanding the fact that we have taken all the available space in this vicinity (our factory now being located under five different roofs), it is with the greatest difficulty that we are able to meet the requirements of the trade.

We will be pleased to take this matter up with you again as soon as we are located in the new factory we are now erecting.

LARGE MODERN FACTORY: As you may be interested in our new building, we would say that we have purchased a large tract of land, measuring 310 ft. by 322 ft., having our own railroad connections by means of a special switch. Our present plans call for 60,000 feet of floor space, with frontage of 280 feet, and three wings. When the building is completed, we will have a total floor space of three times this amount, or 180,000 feet, with five wings.

We are erecting our building in this manner because light is one of the most important requirements to manufacture thermometers of the Hohmann & Maurer quality.

Our building will be of the most improved slow-burning mill construction, having the sprinkler system throughout. We will have our own electric and gas plants, so that we will have plenty of light when we are obliged to work at night.

We have the plans well under way and expect to commence building within a month, so that we may be installed and have everything in working order not later than August or September, 1905.

Please accept our thanks for the many courtesies you have extended to us, and our assurance that we will take this matter up with you just as soon as we find we can properly take care of more trade.

Trusting that you will appreciate our position, knowing that one of our principles is not to solicit any business unless we can take care of it properly, we are, THE HOHMANN & MAURER MFG. CO.

Two rice-growers of Houston, Texas, have succeeded in putting up rice in cans, and a company is now in the course of organization which will engage in this industry. In this form it is hoped that the grain will appeal to a great number of persons in different parts of the country who would eat rice if they could get it properly prepared. In order to get the best results the operation of cooking is tedious and slow, but in cans or glasses it is ready to serve.

The experimenters put it up in both cans and glass jars, and it is the intention to sell it for 10¢ a pound. They canned it in the form of rice and milk, rice pudding, rice and tomato and rice and chili, and can put it up in many other styles. This rice is ready for serving.

Experts say that rice is the only cereal that contains all the elements required for building tissue and muscle in the human system. It is stated that rice canned will fill a field peculiarly its own, in that a meal can be made of rice, whereas there is no other kind of canned goods that will suffice. It is asserted that in time canned rice will take the place of corned beef and hard tack in the army.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Circleville, Ohio, Dec. 6, 1904.

Wheeling Can Can Company,
Wheeling, W. Va.

Gentlemen—

Replying to your favor of the 3rd inst., desire to say that during the past season we used a little over five million of your Cans, and take pleasure in stating that they have given entire satisfaction. The cans were neat in appearance, well made and superior to any Cans we have used for several seasons.

Wishing you continued success, we remain,

Yours truly,

C. E. SEARS & CO.,
Per H. M. Crites.

Write for our Prices before You Buy.

OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

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ROASTED CHICKEN.

Draw, singe, clean and truss the chickens. Clean the giblets, place in kettle, cover with cold water, bring to a boil and simmer while chickens are roasting.

For each chicken, put two thin slices of bacon and place chicken thereon (if to be canned in halves, split lengthwise, or in quarters (breasts), cut before roasting).

Cover the bottom of pans with water in which salt has been dissolved (one lb. for 100 lbs. of chicken), and put pans in oven and cook one to one and a half hours; when done, take chickens and bacon out of pan, and make sauce.

To each pint of grease, add one lb. of butter and one pint of flour, mix smoothly, and add two gals. water, in which giblets were cooked, put on fire and stir constantly until it boils; chop the giblets fine and mix them in the gravy with ¾ of a lb. of salt, 1½ oz. ground white pepper, and enough caramel to make a brown color.

Place chicken in can, and fill can one-third full of the sauce, solder on lid, tip and process at 250 degrees, ¼ chicken size, 55 minutes; ½ chicken size, 65 minutes; whole chicken size, 80 minutes.

STEWED CHICKEN.

Draw and clean the chicken, cut each one in eleven pieces; place in kettle and nearly cover with boiling water; bring to a boil and simmer until tender; remove from kettle, skin and carefully bone, fill in cans and cover with the following sauce:

To each two gallons of the liquor, in which chickens were boiled, add one pint of flour, mixed with a little cold water, stir in and bring to a boil, add 1½ ounces of ground white pepper, and ¾ lb. of salt. Cap, tip and process at 250 degrees, 1 lb. cans 55 minutes; 2 lb. cans 65 minutes.

Richer sauce may be made by using a portion of cream and yolk of eggs. If it is desired, the chicken may be packed without removing bones, in which case allow a process of 10 minutes more.

CHICKEN IN JELLY.

100 lbs. of Chicken.
3 lbs. of Onions, chopped.
1 oz. of Bay Leaves.
1 oz. Whole Mace.
2 oz. of Whole Cloves.
3 lbs. of Salt.
¾ lbs. Gelatine.

Draw and clean the chickens, cut each in eleven pieces, place in kettle and cover with meat jelly, adding the salt and onions and spices in a bag, bring to a boil and simmer until tender; remove the chicken and carefully skin and bone; add the gelatine, which has been soaked in cold water for an hour, to the liquor in the kettle, and stir until dissolved, then strain; if the liquid is not clear, clarify with white of egg.

Place the chicken in cans, cover with the liquid, cap, tip and process at 250 degrees, 1 lb. cans 55 minutes; 2 lb. cans 65 minutes.

ROASTED TURKEY.

Same as chicken, except that the turkey is roasted whole, then cut in can size pieces.

BONED TURKEY, AND TURKEY JELLY.

Same as chicken.

DUCK.

Same as turkey, adding to the spices one-half as much finely powdered sage as there is of pepper.

ROAST GOOSE.

Same as turkey, omitting the bacon, and using an equal weight of pepper and finely powdered sage.

Goose may be packed with sauerkraut; place the desired quantity of goose in the can, then completely fill with kraut, cooked same as for canning.

GUINEA FOWLS.

Same as chicken.

SMALL GAME BIRDS.

Such as Partridges, Pheasants, Quail, Grouse, Prairie Fowls, Woodcock, Snipe, Plover, Rail and Reed Birds, should be drawn and cleaned, dusted lightly with white pepper, placed in pan with a reasonable amount of butter, and roasted until done. Then place in cans, dividing the gravy among them, solder, tip and process at 250 degrees, ½ lb. cans 55 minutes; 1 lb. cans, 65 minutes; 2 lb. cans 75 minutes.

GREEN TURTLE.

Hang the turtle up head downward, and with a sharp knife cut off the head close to the skull; allow to hang at least 12 hours, for blood to drain out; separate the shells, being careful not to break gall bladder, which remove with the entrails, separate the green fat and reserve; boil the shells in water long enough to separate the bones, then scrape off the mucilage and reserve; put the head, fins, liver, lights and heart in the liquor, in which the shells were cooked and also the meat, enclosed in a cage; cook until meat is done, then divide the meat, green fat and mucilage equally among the desired number of cans, and fill with the strained liquor, in each gallon of which has been dissolved ½ lb. of gelatine; cap, tip and process at 250 degrees, 1 lb. cans 60 minutes; 2 lb. cans 70 minutes.

SNAPPING TURTLE.

Cut off head with a sharp hatchet, hang up by tail for 12 hours to drain out blood; wash and drop in boiling water until shells part easily; pull out toe nails, take off lower shell, and remove gall, which be very careful not to break; remove the liver, heart and eggs, separate the flesh from upper shell and cut in pieces. Place the meat, including skin and legs, the heart, eggs and chopped liver, in kettle with just enough water to cover, and cook until skin is soft and jellylike; then place in cans, dividing the white meat and eggs as evenly as possible; cap, tip and process at 250 degrees, 1 lb. cans 55 minutes; 2 lb. cans 65 minutes.

STEWED SNAPPING TURTLE.

To 50 lbs. of snapper cooked ready to go in cans, add 50 lbs. of meat jelly, 2 lbs. of salt, 2 oz. of ground white pepper, 1 oz. of ground cayenne pepper, 1 oz. of ground saigon cinnamon; bring to a boil, shut off steam and add one-half gallon of sherry wine; place in cans, cap, tip and process at 250 degrees, 1 lb. cans 55 minutes; 2 lb. cans 60 minutes.

STEWED TERRAPIN, DIAMOND BACKS OR RED LEGS.

24 terrapins, 1½ gals. of cream, 6 dozen eggs, 10 lbs. butter, one lb. salt, ½ oz. powdered mace, one oz. cayenne pepper, 12 pints of Sherry wine. Plunge the live terrapin in boiling water, and cook until the toe nails and outer skin comes off readily,

remove these and place terrapin in clear, salted, boiling water and until the legs are quite tender, then clean same as snapper, but keep the small intestines, which cut in very small pieces.

Place the cut up meat, intestines, liver, eggs and liquor given out while cutting up in kettle, add the butter and heat until melted, then add the cream, seasoning and bring just to a boil; turn off steam and add the yolks of the eggs, previously hard boiled, mashed and creamed with the wine; place in cans, cap, tip and process 1 lb. cans 50 minutes at 250 degrees.

We have just received a copy of the opinion of Judge Seaman in the matter of the Viner litigation in the Federal Court, Eastern District of Wisconsin, of the Chisholm-Scott Co. vs. the Randolph Canning Co., Randolph, Wis.

We have not thoroughly digested the decision as yet, but would say, from a cursory glance at the same, that it seems to be a victory on the side of the Chisholm-Scott Co.

The National Canning and Manufacturing Company, of New Jersey, owners of all the patents pertaining to the manufacture and various uses of the new material, "Bucklinite," have secured parlors at the Southern Hotel, Columbus, Ohio, during the Canners' Convention, to demonstrate its value as a protective interior coating for metal cans. All kinds of food products will be shown in plain and coated cans for comparison, and will probably surprise even those progressive packers who realize the injurious effect of metallic contact in the case of unprotected metal cans. Ample facilities will be afforded to the packers for a careful investigation of the claims made for the new cans.

Sea Shipments of Canned Fruit to England.

Direct sea shipments of canned fruit from San Francisco to London and Liverpool have been large from the last two packs. The total of such shipments from the pack of 1903 was 623,071 cases, 392,263 to Liverpool and 230,808 to London. This was the largest since the record-breaking shipments from the pack of 1900, when 701,006 cases went export by sea from this port to England. Up to November 15 of the current year 543,827 cases had gone out, or over ten thousand cases in excess of the same date last year. The largest single shipment last season was on the Dumfriesshire, which took 979,979 cases for Liverpool. Two vessels this year have exceeded this amount up to November 15. The Gunford on October 25 took 109,651 cases to Liverpool, and the Earl of Dunmore 103,872 to London on September 28. The shipments for season of 1904 were forwarded on eighteen vessels, thirteen of which were cleared prior to November 15; while to same date this year ten vessels have been employed.

The following table gives the shipments in detail for the complete season last year and up to November 15 this year, following which is a list of the totals for the past ten years:

EXPORTS OF CALIFORNIA CANNED FRUITS.

From San Francisco by sea to England.

Season	Cases
1895	272,890
1896	269,779
1897	339,018
1898	462,621
1899	611,382
1900	701,006
1901	131,184
1902	384,986
1903	623,071
1904	43,827
1904 (to Nov. 15)	

—*California Fruit Grower.*

Grundy Center, Iowa—An Eastern company is negotiating with the farmers in this vicinity relative to establishing a canning factory at this place in time to operate next season. Thus far the outlook is encouraging.

Cornersville, Tenn.—The plant of the canning factory is completed and machinery is being installed today. The stockholders have agreed to plant 100 acres in tomatoes, and it is thought at least fifty acres more will be added.

The Belfast Canning Factory Company was organized yesterday evening with the following officers R. K. Orr, president; R. B. Cunningham, vice-president; J. C. Tate, secretary and treasurer; T. L. Macadams, general manager, and this board of directors: Tom Craize, W. R. Woodard, Roley Cummings, R. L. McDaniel, R. L. Davis, W. J. Cochran and A. G. Lancaster.

ACCURATE THERMOMETERS.

Your entire trade depends upon the reliability of your Thermometer and that, you know, depends entirely upon who makes it. The H. & M. trademark is the sign of *ABSOLUTE* accuracy.

HOHMANN & MAURER MFG. CO.

ROCHESTER, N. Y.

NEW YORK. LONDON, ENG. CHICAGO.

GEO. W. ZASTROW,

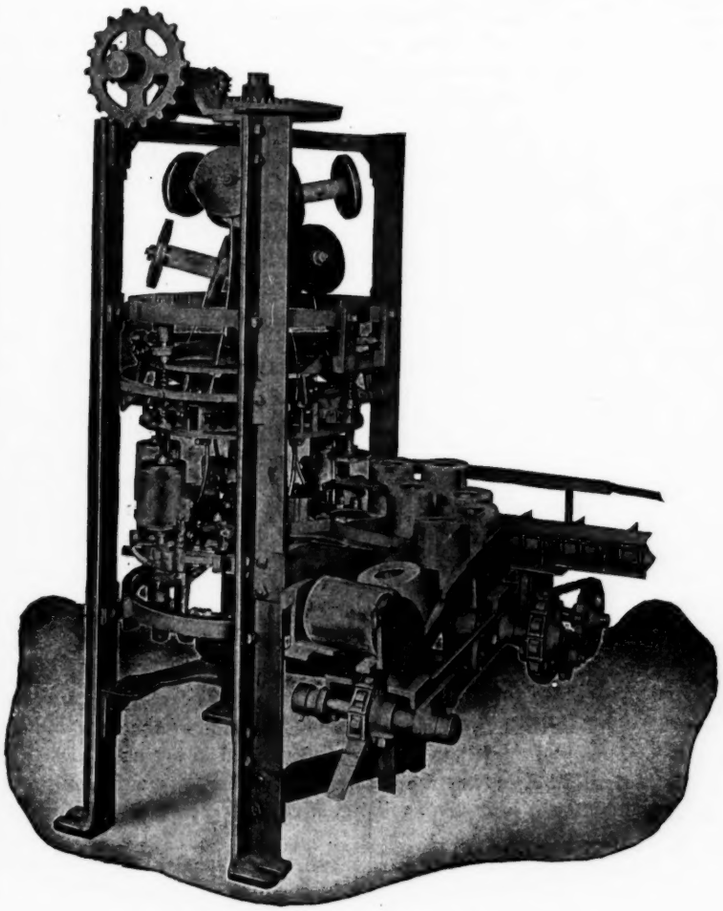
MECHANICAL ENGINEER,

1404 to 1410 Thames St., BALTIMORE, MD.

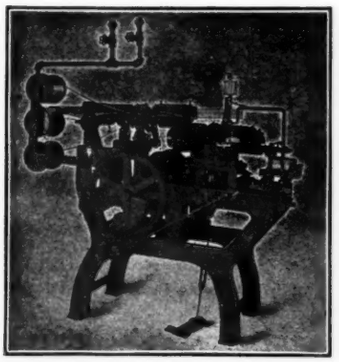
IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

Automatic Can Making Machinery.



AUTOMATIC CAN FLOATER.



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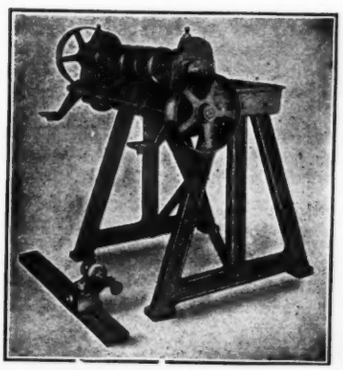
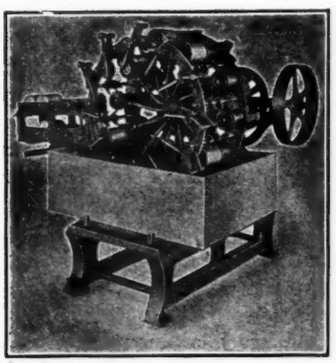


BODY SLITTER.



AUTOMATIC CAN TESTER.

ALSO

Ballard Pea Filler,
Stevens Tomato Filler,
"King" Tomato Filler.

Send for New Catalogue No. 10.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year, - - - - - - - - - - - - $2.00
Six months, - - - - - - - - - - - - $1.00
Foreign, - - - - - - - - - - - - $3.00

ADVERTISING RATES.—According to space and location.

Make all Drafts or Money Orders payable to THE TRADE CO.

Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

All subscriptions not ordered discontinued are considered to be renewed, and bills will be sent for same.

Postage stamps above the denomination of 2c. are not wanted in remittances.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, DECEMBER 30, 1904.

This present issue of December 30th is the last issue for 1904 and in the editorial sanctum it is usual to take a backward view of the influences governing the year and their probable effect upon the coming year. As the Western legislator put it:

"We can look back upon the untrodden paths of the future,
And behold the footprints of an Almighty hand."

All students of the present condition and trend of human affairs must admit at the close of this year 1904 that the world is in a very prosperous even if not dangerous condition. The year which is just finishing opened with a number of serious accidents and calamities. It has been notable for the great number of lives lost both by accidents and war, and at the same time for the immense increase of riches among the people in general. We thus find the two greatest forces among mankind, usually opposed to each other, operating at the same time and with the most earnest purposes.

The great war which has been waged in the East during the past year marks as it were the beginning of a new condition of affairs upon this little earth of ours. As nearly as history can decide civilization and all powerful movements begain just in that section where the war is waging at present, some 6,000 years ago, and the awakening of these ancient antediluvian nationalities marks two remarkable things—the lamination of civilization upon itself for the first time in the history of the world; and the reawakening of the effete East to the energetic methods and practices of the optimistic West. It marks also a third wonderful condition; whether Japan be merely hypocritical or honest. Whether it is policy or faith that is operating in her, she is undoubtedly giving Christianity a show that it might have been supposed would have taken centuries to produce.

The overlapping of Christianity from the West upon Buddhism in the East marks a new era in the creditable history of mankind. It may in fact produce a new idea of religion throughout the world, for it brings together the best that exists in the minds of men and in their actions both in the religion of the East and of the West. Buddhism is unquestionably the kindliest and most loving religion on earth, counting brotherly love not only as it exists among humans and races but among all animate things upon earth; but it lacks the virile energy, practical application that Christianity has. It is apparently the religion of a dying soul, not the creed of a militant archangel, and yet the combination of these two qualities will produce a religion upon which the successful socialism of mankind may yet be based.

But this Eastern struggle is almost more than that; it has enforced the opening of the great Chinese Empire with its 400,000,000 of people. It is producing in Asia that wonderful individual resurrection of ambition which American correspondence and success has produced in Europe, and already the fire of personal ambition and desire to emulate the individual liberty of other nations is working like a leaven through all the Chinese provinces.

We have no idea that the struggle between Russia and Japan will conclude even in a year, but it may be accepted as certain that before the year 1905 closes, the entire Chinese Empire will be in the midst of war and reorganization. The great Taeping Rebellion of fifty years ago was a failure because of the conservatism of the Chinese masses and the domination of the nobles. Its purpose was virtually republican in all its actions; but it was probably half a century ahead of its time; and we may see that in comparatively a short time the great Manchu Dynasty ordered to walk the Chinese plank, and this the oldest of all governments upon earth may fall into line of the procession of republican governments which are taking possession of the earth.

Should this develop as is very probable, Russia will find that the effort with regard to Japan has had other fruits than she intended. Her struggle with the land of the chrysanthemum has been undoubtedly to prevent a rival in her ambitions to govern all Asia; but she is awakening an interior ambition in China by the very force of military presentation such as no other lesson could have done.

Thus the Westward march of civilization continues its way and success around our little globe; and will continue until the barbarism of Russia and even of Europe will feel the effect of a new and more forceful civilization coming out of Asia, backed by the experience and education of sixty centuries, and the ambition that gathers power from success.

During the next ten years Europe will have so much to do with her own affairs that she will not have time to interfere with anything connected with America. Between the settled success of America and the rising success of Asia, Europe will be the land of least consequence upon our globe, unless we include Africa, and after this consideration of Asia we can turn our minds to take a glance at the present conditions of our own continent.

A study of history will show us that all the great nations of the world in the past came up as commonwealths of some sort, gained power, success and confidence, art and position from the efforts of the individual ambition of those commonwealths, and finally went down into monarchies as a result of the wealth accumulated by these individual efforts. Such a study as this makes us tremble for the future of our own country. There have been times in the world when riches were accumulated by individuals as greatly as they are at present; but never before in the history of mankind have there been so great a number of people accumulating untold wealth in so rapid a time. Moreover at this present day that species of accumulation is still progressing with almost miraculous force, and the reasonable mind must fear that it is impossible for such conditions to con-

tinue indefinitely. In the United States here not only are the poorest of our people clothed, housed and fed better than princes were a thousand years ago, but the princes of Europe to-day are poverty stricken and almost beggars compared with the wealthy commoners of America. The world has come to recognize this. and where a half century ago the term of the almighty dollar was originated in sarcastic reference to the American worship of money and its power, all Europe and the rest of the world are singing hosanna to the wealthy multi-millionaires when they travel.

America is to-day unquestionably the golden calf of this terrestrial sphere, and all the peoples of the earth bow down in adoration of its success. It must be admitted also that we are becoming a little elated in our upper stratum by the knowledge of this fact. Politically, we begin to cast our eyes upon further extended territories, and little by little there is growing in our constituted rulers a desire to be the Arbiter Elegantiarum among the powers of the world. Only the other day one of our statesmen declared that the Monroe Doctrine must not only be insisted upon but it must be so applied that the small South American nations must understand that whilst the United States will defend them against aggression, it will feel itself compelled to require them to pay their debts. That is undoubtedly the first step towards benevolent assimilation, and the year 1905 will probably witness further steps towards the acquiring of controlling interests in South America.

But the special point of interest at present is that the country, at the close of this year, is undoubtedly still in the whirlpool of general success. Money is plentiful, living is good, optimism reigns, and we are apparently only on the eve of greater developments and greater riches. Nineteen hundred and five should be one of the greatest business years this country has ever seen and it may be assumed that our people are ready to handle it no matter how large its returns may be. For all canned goods packers and those connected with the business our best wish is that they may have their full share of this good business and that the year 1905 may be for them a most prosperous one.

CORRESPONDENCE.

Baltimore, December 24th, 1904.

We report the market as follows:

Tomatoes—One of the features of the market this week has been a better inquiry for tomatoes in tall cans, 5½-inch and 5¾-inch.

There is nothing new on other lines of Tomatoes. We can buy one or two cars of No. 3 standards on the Peninsula at 60¢ per dozen, pretty fair goods. The owners of these goods want to clean them out and will let them go at this figure until they are sold out.

There is a very good inquiry from different sections for No. 2 tomatoes. In a quiet way 45¢ goods have been going out so that the stock in sight at this figure looks small.

The large inquiry we are getting for tomatoes, although not followed up by any large buying, seems to indicate that there will probably be some pretty good buying after the turn of the year. It is hardly likely that jobbers will make any decided change in their manner of buying even then, but the general run of carload orders will result in moving out a considerable quantity of goods.

Peaches—There is a firmer feeling in second peaches. While we can still buy No. 3's at $1.05 for whites and $1.10 for yellows, they are not plentiful at these figures. A number of packers have notified us of an advance in their prices to $1.10 and $1.15 per dozen. These goods have been going out gradually and stocks are probably lighter than is believed. This is true of all grades of peaches in Baltimore. It should not be forgotten that the light pack of California peaches this year has caused an unusual drain on the supply of Baltimore peaches, and that the pack of Baltimore peaches this season was far below expectations.

THOS. G. CRANWELL & CO.

SECOND FRUIT CROPS IN ENGLAND.—In the growing season just ending, in which there was an amount of warm sunlight rarely experienced here, the most successful second crops of fruits ever known have been raised in the neighboring county of Lincolnshire. Second crops of strawberries, raspberries and gooseberries are now being gathered there, which in some instances are as large as the mid-summer crop. Some of the fruit is not yet ripe, and if the weather continues as favorable as at present the yield will be still further increased. The quality appears to be generally equal to that of the first crop.—*Frank W. Mahin, Consul, Nottingham, England,* October 13, 1904.

Why Label by Hand?

The outside appearance of a can creates a good or bad impression of the contents. Many canners use an expensive label (intended to attract), and then have it applied with paste "piece work" rate. Look on the shelf of any grocer for the result—badly discolored and puckered labels, carelessly applied!

The old method of labeling was good enough years ago, because there was nothing better. But there is now a decidedly better way—

MACHINE LABELING,

adopted by hundreds of canners and pronounced the cheapest and best method.

The BURT LABELER uses a water-proof adhesive, which prevents loose, puckered and discolored labels—an exclusive and most valuable feature appreciated by all users. It will pay you to investigate—full information on request.

BURT MACHINE COMPANY,

BALTIMORE.

Canning Items.

Arkansas.

Jonesboro, Ark.—Louis Sachs, of this city, has purchased a canning factory from some parties in Missouri and will remove and locate there.

California.

Napa, Cal.—A meeting of the Chamber of Commerce has been held at the Courthouse for the purpose of taking under advisement the construction of a cannery to replace the one destroyed by fire some time ago.

W. T. Hitchcock and J. Wolff, of San Francisco, were present and proposed that the residents of Napa put up a subsidy of $10,000 in return for the erection of a $45,000 fireproof canney building.

Mayor Fuller, D. T. Keig, A. Hatt, Jr., William Schwartz, Joseph Levison, and H. N. Fassett were appointed a committee to interview the citizens of Napa and ascertain their sentiments in the matter. It is just probable that the proposition will meet some unfavorable opposition.

Illinois.

Chicago, Ill.—The Continental Can Company of New Jersey has purchased the manufacturing plant of the Railroad Supply Company at West Forty-sixth street and Grand avenue, Cragin, for a consideration of $27,500. The property has a frontage of 192 feet on Grand avenue and a depth of 550 feet to the Chicago, Milwaukee and St. Paul Railway. The property consists of a one story, lantern roof, brick foundry building, 383 feet by 100 feet, and a one-story steel roof brick warehouse, 165 feet by 181 feet. The Continental Can Company will take immediate possession. The property was conveyed to W. L. Abbott, but was formerly owned by the Railroad Supply Company, and has been idle for over a year.

Iowa.

Audubon, Iowa—A canning factory is to be built in Audubon the coming year, the stock for it having been fully subscribed in three days, and more wanting stock than could be accommodated. A site for the factory is being decided upon today, and work will commence as soon as the ground can be broken in the spring.

Mississippi.

Scooba, Miss.—Subscriptions to stock in a canning factory to the amount of $700 were obtained here in about three hours Wednesday. Strong hopes are entertained of the movement meeting with success.

Michigan.

Traverse City, Mich.—A canning factory will be erected at Carleton next fall if 200 acres of tomatoes are contracted in the vicinity for next summer.

New Jersey.

A report from Jersey City, N. J., says: "The Illinois Canning Company has been incrporated; objects, to operate and maintain packing houses, canning and pickling factories; capital, $1,000,000; incorporators, Charles C. Crary, William Moore and George H. B. Martin.

New York.

Binghamton, N. Y.—In a short time the stockholders of the Grocers' Canning Company will be called together to approve articles of incorporation and elect officers. The articles may not be placed on file until after January 1. It has been decided definitely to locate the factory on Third street, south of Twelfth avenue, and adjacent to the tracks of the Chicago Great Western. The ground, which belongs to the railroad company, will be leased for ten years. It is 200 by 100 feet in size.

Porto Rico Canning Company, New York; canning fruits and vegetables; capital, $15,000; incorporators, J. M. Keane, F. L. Kidd, Brooklyn; W. H. Souder, New York.

Pennsylvania.

Hummelstown, Pa.—A meeting of the stockholders of the new canning factory to be established in this place was held. All the stock, $16,000, has been subscribed. A building committee consisting of J. H. Walter, chairman; Francis Alexander and A. G. Shope was appointed to secure a site.

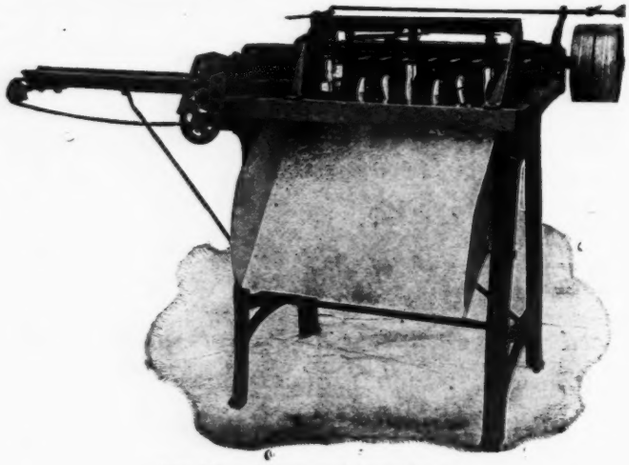
Tennessee.

Lynnville, Tenn.—Parties are expected here this week to investigate regarding the location of a canning factory. A great deal of interest is being manifested, and a strenuous effort will be made to establish such an enterprise here at an early date.

MORRAL BROTHERS, Morral, Ohio,

MANUFACTURERS OF

CANNING HOUSE MACHINERY



The Morral Improved Corn Cutter.

The Morral Improved Corn Cutter

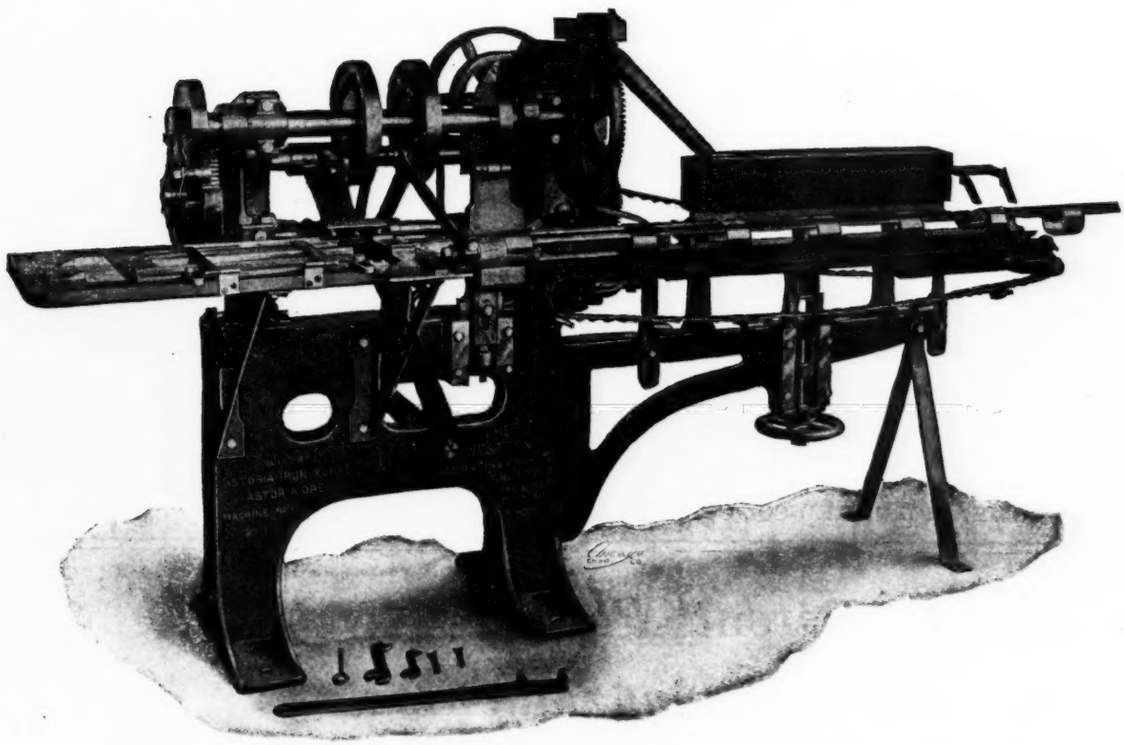
is the most simple in construction, and has the most positive feed of any cutter on the market. It will cut the small ears as well as the large ears without clogging. If an ear should clog (which seldom happens) there is a device on the machine whereby the knives and all the scrapers can be thrown open at once by simply moving a lever, and the Cutter can be unclogged in an instant. It is guaranteed in every respect, and it will pay you to get our prices and terms before you buy.

SOME OF THE CANNERS WHO USE THE MORRAL CORN CUTTER:

C. E. Sears & Co., Circleville, Ohio.
P. Hohenadel, Jr. Co., Janesville, Wis.
W. Scott Whiteford, Whiteford, Md.
The Scioto Canning Co., Circleville, Ohio.
VanWagner & Clark, Ellenville, N. Y.
J. T. Polk Co., Greenwood, Ind.
Mounts & Baugh, Clarksville, Ohio.
The Auburn Canning Co., Auburn, Neb.
The Lebanon Canning Co., Lebanon, Ohio.
Minnesota Valley Canning Co., Le Sueur, Minn.
Wells Canning Co., Morenci, Mich.
Flat Rock Canning Co., Flat Rock, Ind.,
Floral City Canning Co., Monroe, Mich.
Hope Canning Co., Hope, Ind.
Edgar Canning Co., Edgar, Neb.
Shepard Canning Co., South Dayton, N. Y.
A. J. Tanner, Oakfield, N. Y.
Wisconsin Canning Co., Oshkosh, Wis.
Hamburg Canning Co., Hamburg, Iowa.
John Burns, Bonner Springs, Kan.
Demeritt & Palmer Packing Co., Waterbury, Vt.
Des Plaines Canning Co., Des Plaines, Ill.
Harry Thompson, Ada, Ohio.
New London Canning Co., New London, Wis.
The Sears & Nichols Co., Chillicothe, Ohio.
Huff Bros., Roanoke, Va.
C. P. Thompson & Son, Alger, Ohio.
New Paris Canning Co., New Paris, Ohio.
Geo. W. Devilbiss, Stewartstown, Pa.
Valley Packing Co., Lebanon, Ohio.

WESTERN
LOCK SEAM CAN-MAKING MACHINE

FREE FROM ALL PATENT LITIGATION.



High-Speed Automatic Can-Making Machinery,

Lock Seam Body Machines,

Headers, Crimpers, Floaters, Testers.

The Western Can-Making Machinery Company,

Stiles-Morse Co., Agents,

65 W. Washington St., - - Chicago, Ill.

FOR SALE.

Limited quantity Canner's varieties Pea Seed in excess of our coming season's wants. Admirals, Horsford's Market Garden, Advancer and Heroes. All Michigan and Wisconsin grown. Grown especially for us from selected stock, roughed, screened and hand picked. ERIE PRESERVING CO.,
Buffalo, N. Y.

FOR SALE.

One McDonald Power Can Testing Machine; capacity 30,000 per day; 2-lb. and 3-lb. cans, One Johnson Power Can Tester, capacity 50,000 cans per day. All in perfect running order and good as new. WINTERS & PROPHET,
Mt. Morris, N. Y.

WANTED.

One Sinclair-Scott Rotary Pea Separator, with Cylinders 40 inches in diameter and 4 feet long.
Address
ROTARY, care of The Trade.

FOR SALE.

Ayars Continuous Pea Filler, one Triumph Scalder and Washer, one 15-H. P. Horizontal Engine, one King Tomato Filler. All in perfect order. Address
C. M. H., care of Tee Trade.

STONE TOMATO SEED.

Canners ! Don't pay two prices for your Tomato Seed. We can furnish you pure, choice, new Stone Tomato Seed at 75c. per lb. in 25-lb. lots. Address,
OWENSBORO SEED CO., Owensboro, Ky.

POSITION WANTED.

Do you want a manager or superintendent for your factory for 1905? Am up-to-date in all branches.
Address,
A. B. C., care of The Trade

FOR SALE.

Canning Factory, located in Central New York, in the Mohawk Valley, on the great New York Central Railroad. Has a capacity of 50,000 cans of corn a day. Factory established 1888; has good reputation for first-class goods; equipped with all modern machinery. Address,
WHITESBORO CANNING CO., Whitesboro, N. Y.

FOR SALE.

We offer fifty barrels selected Crosby Sweet Corn Seed in the ear; also one hundred bushels J. J. H. Gregory strain of Crosby Seed Corn, best stock.
PORTLAND PACKING CO.,
Portland, Me.

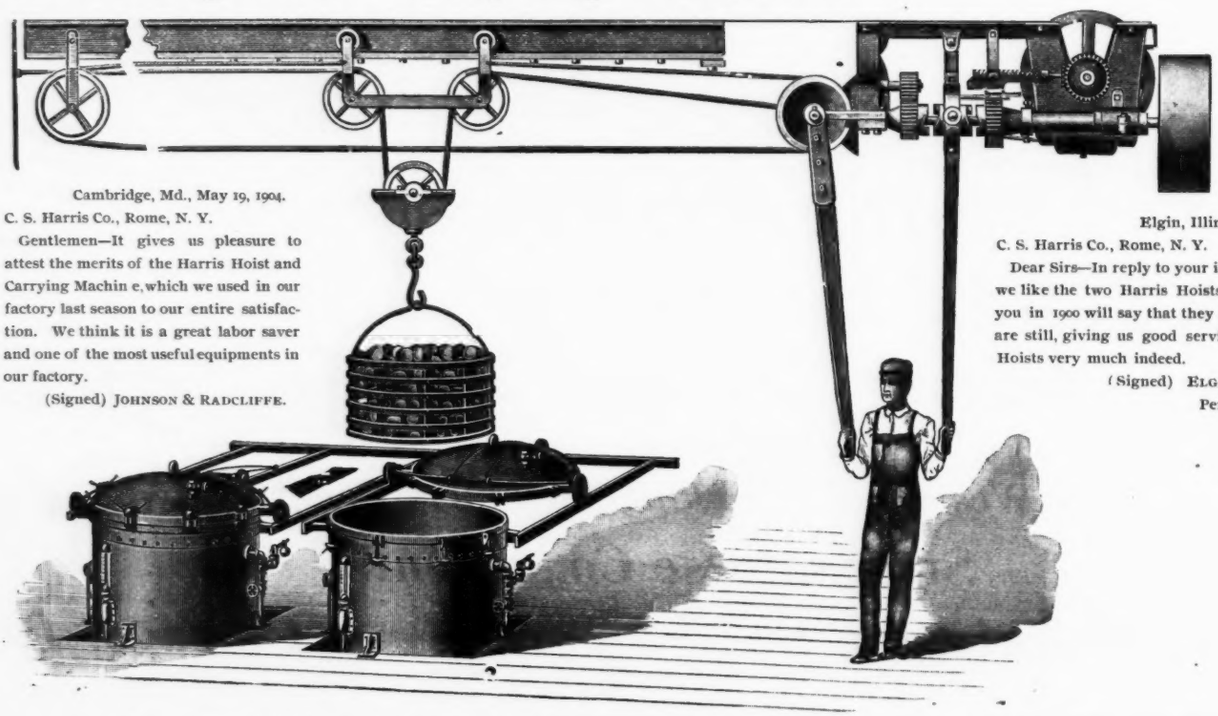
WANTED.

A Phœnix Bottle Capping Machine. Please state age, condition and price. Address,
PHŒNIX, care of The Trade.

FOR SALE.

Canning Plant in Delaware. Good location. Very complete for Tomatoes. Could pack Corn to advantage.
Address "Owner,"
Care of The Trade.

The Harris Patent Power Hoisting and Carrying Machine



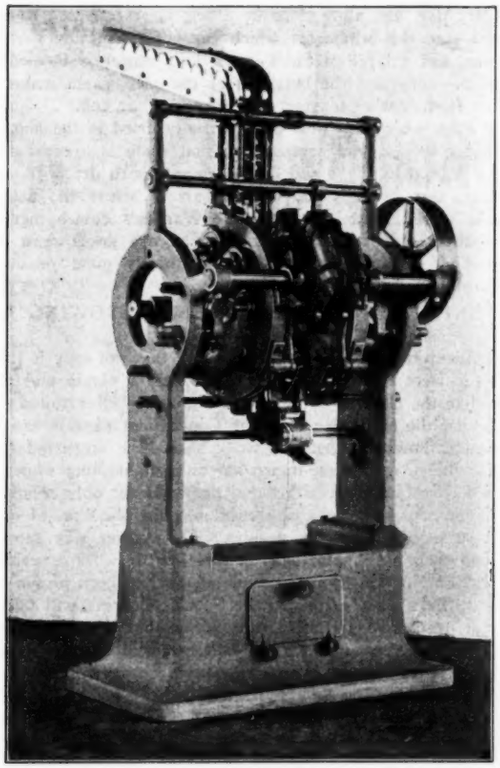
Cambridge, Md., May 19, 1904.
C. S. Harris Co., Rome, N. Y.
Gentlemen—It gives us pleasure to attest the merits of the Harris Hoist and Carrying Machin e, which we used in our factory last season to our entire satisfaction. We think it is a great labor saver and one of the most useful equipments in our factory.
(Signed) JOHNSON & RADCLIFFE.

Elgin, Illinois, May 7, 1904.
C. S. Harris Co., Rome, N. Y.
Dear Sirs—In reply to your inquiry as to how we like the two Harris Hoists purchased from you in 1900 will say that they always have, and are still, giving us good service. We like the Hoists very much indeed.
(Signed) ELGIN PACKING CO.
Per H. D. Barnes.

C. S. HARRIS COMPANY, - ROME, N. Y.

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

OUR

SOLDER Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET,

BALTIMORE, MD.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD, 308 CHESTNUT STREET, Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

AT THE THEATRES

Week of January 2, 1905.

FORD'S.
LIONEL BARRYMORE in the OTHER GIRL.
Matinees Monday, Wednesday and Saturday.

CHASE'S.
ARE YOU A MASON?
Matinees Tuesday, Thursday and Saturday.

MARYLAND.
KEITH'S ELITE VAUDEVILLE.
Matinee Daily.

AUDITORIUM.
"ME, HIM AND I."
Matinees Tuesday, Thursday and Saturday.

BLANEY'S
FAST LIFE IN NEW YORK.
Matinees Monday, Wednesday, Friday and Saturday.

HOLLIDAY ST.
A DESPERATE CHANCE.
Matinees Monday, Wednesday and Saturday.

MONUMENTAL.
AMERICAN BURLESQUERS.
Matinee Daily.

SWEET CORN.

Breeding, Growing and Curing for Seed.

By A. Stabler, M. D., Md. Agr. Expt. Station.

[Continued from last week.]

The tops of the grain tanks are open under the roof to allow the draft to pass freely up and out. The blower used was an exhaust fan No. 4, made by the Champion Blower and Forge Company; this, according to the table published by them, delivered 1138 cubic feet of air per minute, at a pressure of 2½ ounces, consuming 1.11 H. P., at a speed of 2147 revolutions per minute, which is about the speed at which we operated the fan. This proved sufficient to dry the oats in a tank 14 feet in diameter, there being 16 feet of oats in the tank.

For drying corn in a bin, such as mine is, an ordinary wheat fan of fair size would doubtless be sufficient, owing to the fact that very little pressure would be required to create and maintain the current. It draws like a chimney. The grain in the tank being slightly warmer than the outside air maintains an upward draft, which once started, never stops till the grain is all dry and cool. The wind, if the top and bottom be properly constructed, will also make a strong upward draft through the bin.

In a corn-house such as he describes the slat crates as used in Connecticut can easily be put in on temporary scaffolding to dry the sweet corn, and the corn left in position until spring without fear of mice, rats or insects disturbing it, or it can be packed in barrels, when dry, and the space utilized to store hard corn later, or onions if desired.

CAUSES OF IMPERFECT GERMINATION.

These are first *fermentation* and second *freezing*.

The first cause is the one most likely to cause damage in the South, the second, freezing, is most to be feared in the Norht. While in Connecticut the writer was told by several prominent growers that corn which is planted later than May 25th does not get mature and dry enough before freezing weather, and hence is unreliable as seed. Seed which has been injured by freezing looks just as perfect as any, and hence, is so often purchased and planted by unsuspecting growers. Seed which has been heated, or is sour or mouldy, is easily detected by simple inspection. Fire heat used to dry the corn has not proved satisfactory, because it will cause the cob to sour long before it has had time to dry out. Corn thrown in a large pile with or without the husk on, will develop heat enough inside of twenty-four hours to injure the germ, sour the cob and discolor the grain. Sweet corn cut and shocked up like field corn will sour before it dries, unless the weather be both cool and dry enough before winter to escape injury by freezing. Corn left on the stalk untouched until the husk opens will be greatly discolored and injured by a spell of hot, damp weather. If, however, the ears be husked out on a dry day, and allowed to lie a few hours exposed to the direct rays of the sun, the organisms which cause fermentation are killed by the sunshine, and a layer of dried impervious matter is formed over the surface of the corn and the butt end of the cob, which makes it more difficult for fermentation to start in either corn or cob.

If the corn, which has thus been partially dried in the sun, be taken at once under shelter, and arranged so that there is a continuous draft of cool air through it night and day, it continues to dry without heating or moulding, and is ready to pack in barrels before the field corn is ready to be stored in the same space. Warden's device therefore fills all the requirements of an ideal building to dry sweet corn according to the method which has given such uniformly good results on the writer's farm.

OPPORTUNITIES AND ADVANTAGES IN GROWING SEED IN MARYLAND.

It is evident from what has been written that not only is it desirable to save seed sweet corn in Maryland, in order to obtain and perpetuate stock suited to the climate, but we have a climate better suited to maturing and curing the crop than even the Connecticut experts can boast of. It is desirable, however, that the work should be entrusted to trained experts, for the development, improving and maintaining of a pure and useful breed corn is a work of art that demands not only creative ability, skill and judgment, but faithful continuance in one line of work, and unlimited patience to wait for results. The reason why more of our bright young men have not taken up this line of work is evidently the mistaken notion so industriously circulated by Northern people that corn loses its sweetness when grown in the South. Grocers will tell you that the sweetest canned corn comes from Maine, but the secret has leaked out that the Maine packers always add sweetening. The Connecticut growers of seed for the Maine canners are encouraged to select the corn for whiteness and tenderness rather than sweetness.

The Country Gentleman Corn, which originated in Connecticut, and is so much used by canners, is white and tender, and has a long, narrow grain, but is inferior in sweetness to either "Egyptian," Stabler's or Stowell's.

Labelling, Wrapping, Lacquering

at less than half your present cost with unskilled labor ought to make you think. You think and I know. Let me prove it.

E. J. Judge,

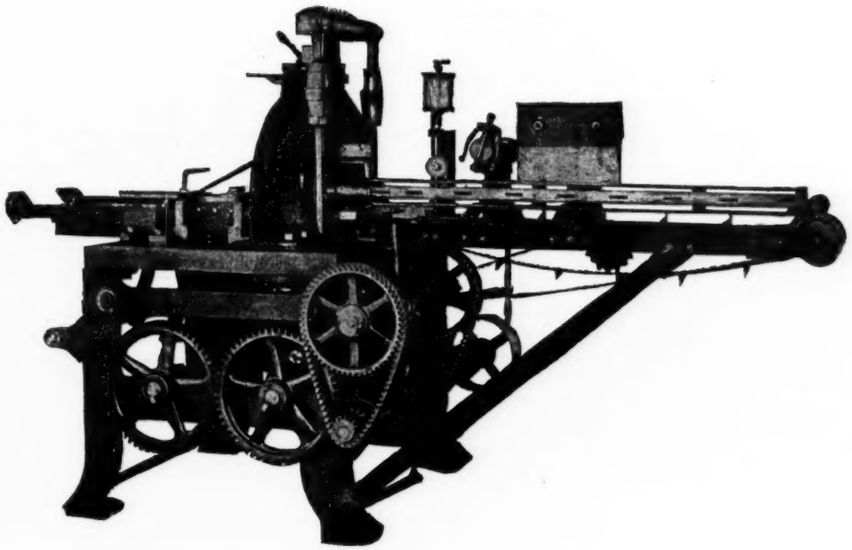
San Francisco, Cal.

STEVENSON'S

LATEST IMPROVED

SIDE SEAM LOCKING AND SOLDERING MACHINE.

PATENTED NOVEMBER 19, 1901. OTHER PATENTS PENDING.



The above cut is a representation of our latest improved lock seam body forming machine with side seam soldering device combined.

The important features of this machine are quick adjustments, and the rapid removal of jams and mashes. The latter is accomplished by simply raising the horn.

The capacity of the machine is 50,000 bodies per day.

Price on application.

We also manufacture AUTOMATIC HEADERS, FLOATERS, CRIMPERS, CAN TESTERS, POWER PRESSES, &c.

Machinery of all kinds Built to Order and Repaired.

STEVENSON & COMPANY,

601-7 S. Caroline Street, Baltimore, Md.

The long stand, or evergreen quality, is one not especially desired by canners, for they like to have the entire crop of one planting to be ready nearly at the same time. This quality is almost incompatible with extreme earliness, for earliness is only obtained by selecting ears for seed that mature quickly, and perhaps also by late planting, as practiced by Mr. H. Wirt Shriver. The latter method is not applicable in the North, because of the danger of freezing, and has not been tried by large growers anywhere, so far as I have been able to learn. It may be that second crop seed corn will be as much in demand in the near future as are now second crop seed potatoes grown in Virginia and Maryland.

Large size is not altogether incompatible with a fair degree of earliness, for Stabler's Early grows eight or nine feet high, and is ready to eat in ninety days after planting, and the ears are now fully as large as Stowell's.

An early corn with large ears and large fodder is especially valuable to those market gardeners who are also dairymen and keep hogs, for the ears will usually sell in market for a good price, and leave a good quantity of valuable fodder to feed in July and August, when pastures are generally short, and when field corn, millet, sorghum, or cow-peas are all too immature to make good feed. Sweet corn may be planted thicker than field corn; it suckers freely, and if fed green, the whole plant is greedily consumed by the stock. A careful dairyman in Montgomery county states positively that he can make more milk from an acre of large, sweet corn fed green to the cows than from any similar acre of field corn. It also makes the best of silage, so that a man having cows and a silo need not fear to plant a good acreage in sweet corn, if only he can obtain reliable seed at a reasonable price. Farmers have been discouraged from planting it for fodder, because the seed has been very costly, and much seed on the market was utterly worthless for any such purpose. There are some large growers of sweet corn in the State who sell the ears to the canning factories, and make silage of the fodder. If cow-peas be planted with the corn, or even the old-fashioned corn hill beans, the silage will be increased in quantity and improved in quality without detriment to the ears, and with a decided increase in the nitrogen and humus left in the soil for succeeding crops. Cow-peas do not grow well in Maryland, if planted earlier than May 25th, but may be combined with any plantings of corn made between that date and July 4th. Corn Hill beans succeed best when planted with the early corn—April 24th to May 25th—and will grow better and have more effect as land improves, if planted year after year on the same land.

MAINTAINING FERTILITY.

All varieties of corn delight in rich land, and to this rule sweet corn is no exception; but owing to the fact that it does not grow as tall as the field corn, catch crops of leguminous plants, like crimson clover and cow-peas, make a much finer growth in sweet corn. If one of the large late varieties of cow-peas, like Wonderful, be planted between the rows of early sweet corn, at the last working, the pea vines are just in condition to make their best growth after the corn matures, and generally make a very fine growth before frost.

The writer has a one-acre plot in young orchard that has been in sweet corn and cow-peas thus for ten consecutive years, without rotation, and with only light dressings of cheap fertilizer: The corn crop is apparently as good as ever, except that the trees are now so big as to nearly occupy the ground, and I shall have to cease growing crops between them.

[CONCLUSION.]

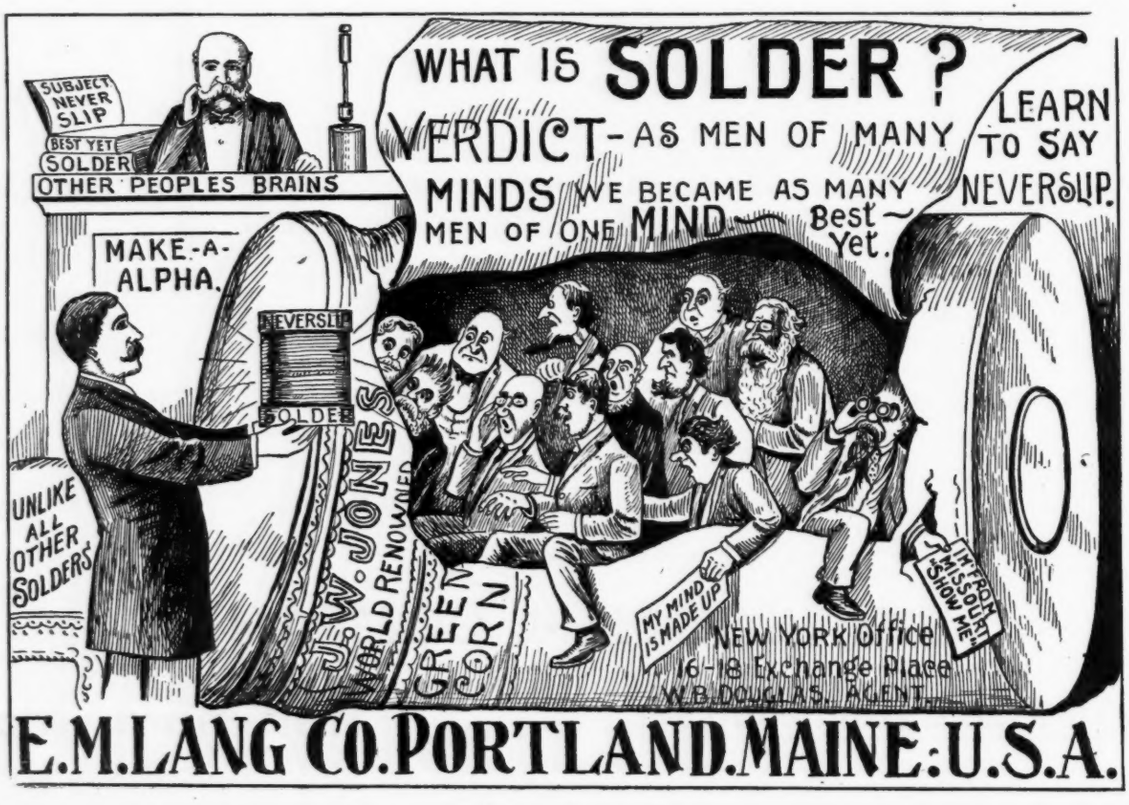
Exit Remington Machine Co.

In another part of this issue is announced the purchase of the canning machinery department of the Remington Machine Company by the Sprague Canning Machinery Company. This means that the Triumph and Climax Capping Machines have decided to "call off" the fight with the Hawkins Capper, or, as someone put it, "the lion and the lamb have lain down together—only the lamb is inside the lion."

Mr. John M. Colbert, who is so well known in the industry, and who has always represented Remington machines since the company went into the business, has joined the Sprague forces and will be found with them hereafter.

The Remington Machine Comapny, through its general manager, Mr. J. J. Satterthwait, wish to thank their friends and patrons for the pleasant business relations and liberal patronage accorded them, as they now make their exit.

Tullahoma, Tenn.—The Tullahoma Fruit Canning and Producing Company has elected W. H. Anthony, F. A. Roht, F. B. Martin, S. S. Blackman and Doak Aydelott as directors. James Willey was elected general manager, and instructed to make contracts for tomatoes and other vegetables. The capital stock was increased to $15,000, and it is proposed to have the factory ready for work early in the spring.



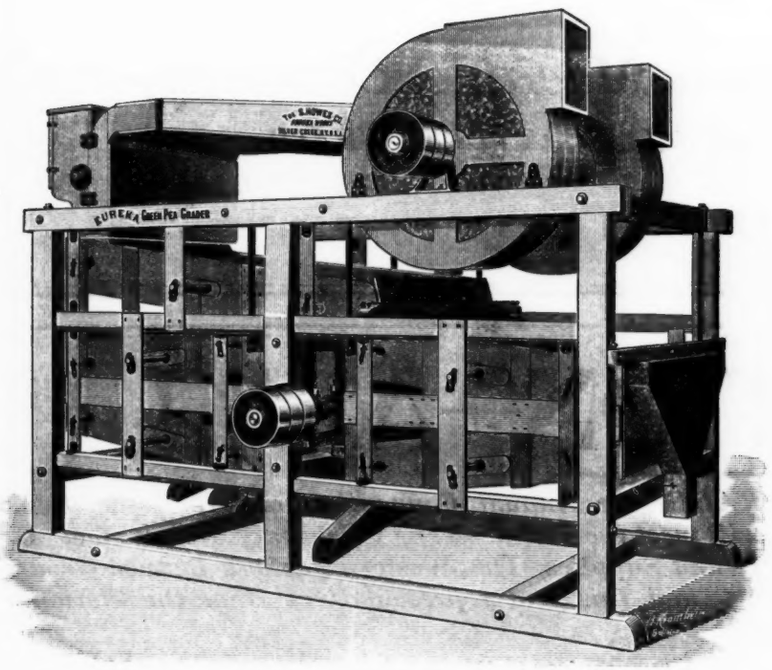
EUREKA EUREKA

OUR LINE OF

Eureka Pea Machinery

IS THE BEST IN THE WORLD!

GUARANTEED SO.



It embraces

Pea Cleaners,
Pea Graders,
Pea Blanchers,
Pea Picking Tables.

This design is the result of many years of experience, so that perfection in operation, durability and construction is assured the purchaser.

WE SHALL BE GLAD TO FURNISH FREE PARTICULARS ON REQUEST.

THE S. HOWES COMPANY,

(INCORPORATED)

SILVER CREEK, N. Y.

EUREKA EUREKA

To the Canning Trade in General:

We desire to give notice that we have sold the Canning Machinery department and good-will of that branch of our business to the Sprague Canning Machinery Company of Chicago, Ill.

We wish to thank our friends and patrons for the pleasant business relations and liberal patronage accorded to us during the time we have been in this line of business, and bespeak for the Sprague Canning Machinery Company a continuance of the business and good-will that has been extended to us.

Very respectfully,

Remington Machine Company,

(Signed) J. J. SATTERTHWHAIT,

Wilmington, Del., Dec. 19, 1904. *General Manager.*

ATTENTION—ALL!

As recently announced in THE TRADE, the Annual Convention of all Associations connected with the Canned Goods Business will meet the second week of February at Columbus, O.

These Associations are The Machinery and Supplies, The Western Packers Canned Goods, The Atlantic States, The National Brokers, and this year representatives from the National Wholesale Grocers Association.

It is the Most Important Event of the Year.

Everyone who can attend, should do so. There will be special hotel rates and reduced railroad fare. PARTICULARS regarding the meeting, the full program, a description of all machinery on exhibition will be given in

The Program Issue,

which will be published two weeks before the meeting—Friday, January 27—in plenty of time to make your arrangements.

Watch For It.

Every individual or firm having anything to offer or desiring to get into business connection with canned goods packers and those allied therewith, should have an advertisement in this issue. Whether you are a machinery man, a supply man, a broker, or have second-hand machinery to dispose of, here is your opportunity. Be quick about it as the time is short.

THE TRADE, 5 W. Pratt St., Baltimore, Md.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.

	Cash.		Regular.	
Standard 2s	$	.....	50	.....
" 3s	.....	.....	57½	70
" Gallons	.....	.....	1 65	1 90

BAKED BEANS.

Lunch 1s	$	.....	31	42
" 2s	.....	.....	40	70
Tall 2s	.....	.....	40	70
" 3s	.....	.....	55	90

BEANS.

Green String 2s	$	.....	50	75
" " 3s	.....	.....	75	90
" " Gallons	.....	.....	2 40	2 50
White Wax 2s	.....	.....	45	65
" " 3s	.....	.....	80	90
" " Gallons	.....	.....	2 25	2 60
Refugee 2s	.....	.....	80	.....
" Extras, 2s	.....	.....	1 25	1 60
Green Lima 2s	.....	.....	85	90
" " small 2s	.....	.....	1 10	1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries,	$	.....	57½	.....
" Extra Fancy Preserved Strawberries.	.....	.....	1 20	1 25
No. 1 Ex. Pres. Strawberries	.....	.....	80	.....
" 2 Standard Raspberries	.....	.....	75	.....
" Ex. Pres. Red Raspberries	.....	.....	1 20	.....
" Standard Blackberries	.....	.....	92½	.....
" 3 " "	.....	.....	.....	.....
" 2 Extra Blackberries	.....	.....	.....	.....
" " Fancy "	.....	.....	1 20	.....
" Standard Gooseberries	.....	.....	95	.....
" " Blueberries	.....	.....	75	.....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	.....	95	1 00
" " Pres	.....	.....	1 10	1 15
Blueberries, 2s	.....	.....	70	75
Strawberries, 2s	.....	.....	55	60
" Preserved 1s	.....	.....	75	80
" " 2s	.....	.....	1 15	1 30
" Gallons	.....	.....	.....	2 75
Gooseberries, 2s	.....	.....	95	1 00
Raspberries, Red 2s	.....	.....	70	75
" " " Preserved	.....	.....	1 20	1 30
" Black 2s	.....	.....	70	75
" " " Preserved	.....	.....	1 20	1 25

CHERRIES.

Red 2s	$	.....	55	60
White 2s	.....	.....	1 00	1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$	.....	67½	70
" Choice	.....	.....	75	80
" Dry Pack	.....	.....	75	90
" Shoe Peg	.....	.....	85	1 00
" Choice Standard County	.....	.....	.....	.....
" Standard County	.....	.....	.....	.....
" " Extra County	.....	.....	.....	.....
" Fancy County	.....	.....	.....	.....

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	.....	60	65
" New York or Maine Style	.....	.....	67½	80
" Seconds, Soaked	.....	.....	52½	55
" Standard, Evergreen	.....	.....	55	60

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	.....	55	60
" New York or Maine Style	.....	.....	67½	75
" Seconds	.....	.....	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	.....	60	.....
" " " Dry Packed	.....	.....	75	.....
" Ex. Sugar Corn, fine qual., dry pk'd.	.....	.....	85	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	.....	52½	55
" New York or Maine Style Dry Pack	.....	.....	75	85
" Seconds " " "	.....	.....	.....	.....

CORN AND TOMATOES.

No. 2	$	.....	65	.....
No. 3	.....	.....	.....	.....

OKRA.

Standard 2s	$	.....	.....	70
" 3s	.....	.....	.....	90

OKRA AND TOMATOES.

No. 2	$	.....	.....	65
No. 3	.....	.....	.....	85

OYSTERS.

	Cash.		Regular.	
2s, 4 Ounce	$	.....	80	.....
1s, 5 "	.....	.....	87½	90
1s, 8 "	.....	.....	.....	1 45
2s, 10 "	.....	.....	1 55	1 65
1s, Light Weight	.....	.....	47½	.....
2s, Light Weight	.....	.....	.....	.....
1s, Lunch Tins	.....	.....	.....	.....
1s, 6 Ounce Selects	.....	.....	.....	.....
2s, 12 " "	.....	.....	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	.....	1 00	.....
" 2 "	.....	.....	.....	.....
5 oz. No. 1 Standards	.....	.....	.....	85
10 " "	.....	.....	.....	1 55
5 oz. Standards, tall cans	.....	.....	85	.....
10 " " "	.....	.....	1 55	.....
4 oz. No. 1 Cove	.....	.....	75	.....
8 " 2 "	.....	.....	1 45	.....
No. 1 Light Weights	.....	.....	47½	.....
" 2 " "	.....	.....	85	.....

PEARS.

Bartlett 2s	$	75	.....	.....
" 3s	.....	1 00	.....	.....
Extra Bartlett 2s	.....	.....	.....	.....
" " 3s	.....	.....	.....	.....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	.....	1 45	1 60
" Seconds, "	.....	.....	1 10	1 15
" Pie Unpeeled	.....	.....	80	85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	.....	1 50	1 60
3-lb. " Selected " "	.....	.....	1 65	1 75
No. 3 Standard, Yellow, country packed	.....	.....	1 40	1 45
" Seconds, Yellow	.....	.....	1 10	1 15
" " White	.....	.....	1 05	1 10
2-lb. " Peaches	.....	.....	80	90
No. 2 Standard, Yellow	.....	.....	1 10	1 15
" " White	.....	.....	1 10	1 15
Gallons, Pie	.....	.....	2 65	2 75
3-lb. Pie	.....	.....	75	80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$	.....	.....	1 10
" Extra Standard, Yellow	.....	.....	1 15	1 20
" Seconds, White	.....	.....	80	85
" " Yellow	.....	.....	85	90
No. 3 Standard, White	.....	.....	1 40	1 50
" " Yellow	.....	.....	1 45	1 50
" " Extra Yellow	.....	.....	1 65	1 75
" Off Standard, Yellow	.....	.....	1 30	1 40
" Seconds, White	.....	.....	1 10	1 15
" " Yellow	.....	.....	1 15	1 25
" In Syrup	.....	.....	1 35	1 40
" Pie, Unpeeled	.....	.....	85	90
No. 6 " "	.....	.....	.....	.....
Gallons, Pie, Unpeeled	.....	.....	2 75	2 90
" " Peeled	.....	.....	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	.....	75	.....
" " Peeled	.....	.....	1 00	.....
Gallon Pies, Unpeeled	.....	.....	2 60	.....
" " Peeled	.....	.....	.....	.....
No. 2 Seconds, White	.....	.....	80	.....
" " Yellow	.....	.....	85	.....
No. 3 Seconds, White	.....	.....	1 05	.....
" " Yellow	.....	.....	1 10	.....
No. 2 Standards, White	.....	.....	95	.....
" " Yellow	.....	.....	1 00	.....
No. 3 Standards, White	.....	.....	.....	.....
" " Yellow	.....	.....	1 45	.....
" Ex. Selected, Yellow	.....	1 60	1 75	.....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	.....	70	80
" " " Sifted	.....	.....	85	1 20
" " " 2ds, labeled Standard	.....	.....	55	60
" Soaks	.....	.....	40	45
" Seconds	.....	.....	.....	.....
" Marrowfat, Full Standard	.....	.....	75	.....
" " White	.....	.....	.....	.....
" " Soaks	.....	.....	40	45

M. MORFIT, Broker, Baltimore.

2 Early June Standard	.....	.....	75	85
2 " Sifted	.....	.....	1 00	1 20
2 " Extra Sifted	.....	.....	1 10	1 35
2 " Extra Fine Sifted	.....	.....	1 40	1 60
2 " Petit Pois	.....	.....	1 75	2 00
2 " Off Standard	.....	.....	70	75
2 " Off Sifted	.....	.....	85	95
2 " Off Extra Sifted	.....	.....	95	1 15
2 " Off Sifted Petit Pois	.....	.....	1 40	1 75
2 " Seconds	.....	.....	60	70
2 " " Sifted	.....	.....	80	85
2 " " Extra Sifted	.....	.....	90	1 10
2 Marrowfat	.....	.....	75	85
2 " Sifted	.....	.....	85	95
2 " Extra Sifted	.....	.....	1 10	1 50
2 " Seconds	.....	.....	60	75
2 Sweet Extra	.....	.....	90	1 00
2 Sweet Petit Pois	.....	.....	.....	1 50

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	.....	.....
Extra 1s, Eyeless and Coreless	.....	.....	1 50	.....
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 50	1 75
Preserved 2s, Eyeless and Coreless	.....	.....	1 85	1 90
" " Grated	.....	.....	.....	.....
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	95	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 10	.....
" " in Syrup	.....	.....	.....	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	60	.....	62½	.....
" Seconds	57½	.....	60	.....
No. 2 Full Standards	45	.....	50	.....
" Seconds	47½	.....	45	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	62½	65	67½	70
" Seconds, Labeled Standards	62½	.....	.....	62½
No. 2 Full Standards	47½	.....	50	52½
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	75	.....	.....
" " Country	65	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	45	.....	.....	.....
" 3 " "	62½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	60	.....	.....	.....
" 2 "	42½	.....	.....	.....
Gallon Standard Tomatoes	1 90	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 85 @	2 00
" Maryland gallons	1 73	1 85
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String, Southern	52½	55
" Baked, No. 3	65	70
" N. Y. String, 2s	1 00	1 50

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	82½	90
" " Maine	1 05	1 10
" " Southern	77½	80
" " Western, 2s	75	80
LOBSTER—Flats, ½-lb	1 75	1 80
" flats, 1-lb	3 25	3 50
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 20	1 45
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	.....
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	50	65
" Gallon	2 00	.....
SALMON—Columbia River talls, 1-lb	1 70	1 75
" " " flats, 1-lb	1 80	1 85
" " " " ½-lb	1 15	.....
" Alaska Red, talls, 1-lb	1 17½	1 23½
" Medium Red, talls, 1-lb	1 10	1 12½
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	1 60	1 67½
" " flats, ½-lb	1 15	1 20
" Alaska Pink, talls, 1-lb	80	85
" Cohoes, talls, 1-lb	1 07½	1 10
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	65	70
" No. 3 " New Jersey	75	80
" Gallons, Maryland	1 95	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 17½	17	16
Wire Coil	17½	17	16
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard,	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand.

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 60	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 46	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 19	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 14	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 79	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 70	29 85	.....	.....
Malacca	29 70	29 85	.....	.....

PIG LEAD.

Omaha	$ 4 75	4 85	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¾ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. **SAMPLES FREE.**

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. **SEVENTH & GOUGH STREETS, BALTIMORE, MD.**

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

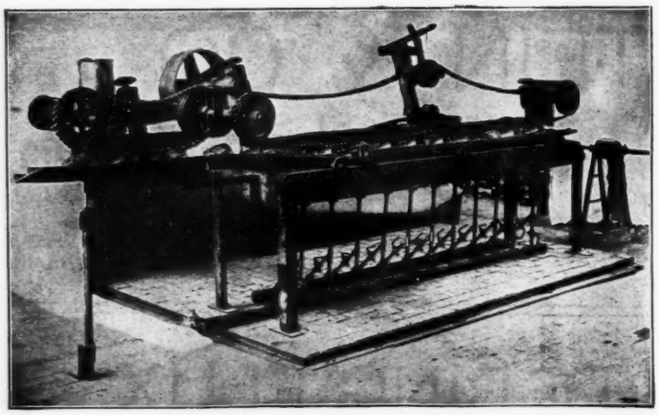
W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

CAN FLOATING MACHINE

With Acid and Cooling Attachment.

The Improved Round Can Floating Machine illustrated below will solder cans up to 6¼ inches in diameter, and has a capacity of 40,000 2-lb. can ends per day. A great number are now in use, doing good work, with a rapidity approached by no other machine.



JOHN R. MITCHELL,

CANNING AND CANMAKING MACHINERY,

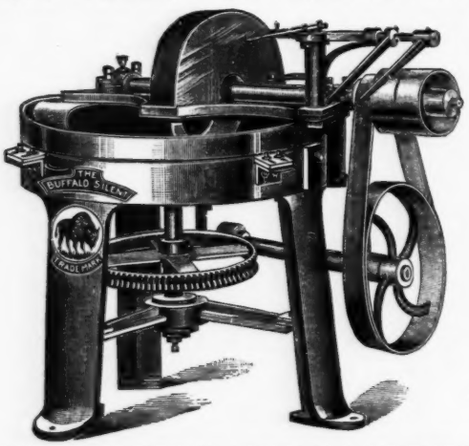
Foot of Washington St. BALTIMORE, MD., U. S. A.

MEAT AND VEGETABLE CUTTER.

FASTEST CUTTER IN THE WORLD.

Noiseless, Clean and Durable.

A GREAT TIME AND LABOR SAVER.



FOR CUTTING VEGETABLES

For Picalille, Chile Sauce, Worcestershire and Celery Sauce.

For Mince Meat, Crushed Fruits, &c.

WRITE FOR KRAUT CUTTER CATALOGUE.

JOHN E. SMITH'S SONS COMPANY,
BUFFALO, N. Y., U. S. A.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

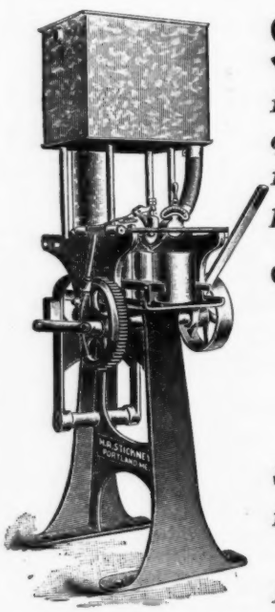
The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,

PORTLAND, ME.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—A reliable man who understands the manufacture of Catsups, Preserves, Baked Beans, etc. Give age, experience, reference and salary expected. Address "C. C. C.," care of The Trade.

WANTED—A thoroughly competent experienced corn processor. Permanent position. Bloomington Canning Co., Bloomington, Ill.

SITUATIONS WANTED.

POSITION WANTED—Being at liberty desire to engage with firm or corporation requiring services of manager or superintendent. I am also desirous after one year's approval, of getting an interest in the business, if possible. Can furnish refereuce if desired. Address X, care of The Trade.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

WANTED—Position as superintendent and processor; have had 25 years experience in packing and processing all kinds of fruits and vegetables, oysters, shrimp, etc. I am up-to-date in the installation, care and working of all the modern machinery used in the factory, both as to the packing and can-making business. The finer grades of pineapples, berries, peas. corn, tomatoes and beans a specialty. I am strictly temperate, and can give any amount of best reference, including my last employers. Address Manager, care of The Trade.

Am ready to sign with large canning establishment of responsibility as superintendent or manager for 1905. Conversant with all branches of the canning business. Large experience in packing full line of fruits and vegetables, running canning machinery, and handling foreign and domestic help. Expert on peas and corn. Can remain with present employers. At liberty February 1st. Best of references. Only those willing to pay for the services of a first-class man need write. Address, "Western," care of The Trade.

I am open for an engagement the coming season with any company that will appreciate the services of a man who can manage a factory from the office down, no matter how large, with or without experienced help. Address "Central West," care of The Trade.

WANTED—Situation as manager or processor in packing house; understands processing in all its branches, also pipe-fitting, etc. Can make cans by hand or machinery and attend to all machinery for such. Twenty years of experience, best of references. Lawrence King, 2208 Fairmount avenue, Baltimore, Md.

WANTED—Position as superintendent or manager by January 1, 1905. Over twenty years practical experience packing fruits and vegetables of all kinds, also winter goods. For the past fifteen years superintendent or manager. Can show samples of this year, packed under my charge, corn tomatoes, string beans, apples and pumpkins. Understand machinery and can making. Can give best of reference as to character and ability. Address "Fidelity," care of The Trade.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

WANTED—Position as Processor and Superintendent in Canning Factory. Can give plans for factory and set up all latest machinery and run same. Have had sixteen years experience. Address, H. Harding, Blanchester, Ohio.

...MAKE YOUR OWN CANS...

THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

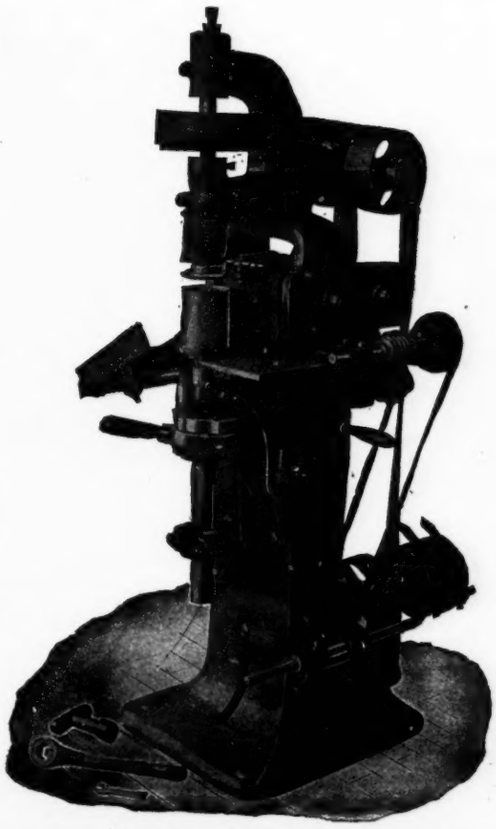
Closed without heat, solder or objectionable acid fluxes.

Will stand both retort and bath processing.

A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

A descriptive, illustrated catalog and samples will be sent upon request. State kind of goods packed.

A limited number of cans for trial will be sent, free of cost; but if a more extensive test is desired suitable arrangements may be made with Mess. Bogle & Scott, N. Y. C., for such "NEW SEAM SANITARY CANS" and the use of a Double Seamer, as illustrated."



No. 2 Automatic Double Seamer—Round Cans

The

Max Ams Machine Company,

Mount Vernon,

New York,

U. S. A.

Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

It is the Leaks that Count.

CANNERS' SOLDERING FLUX

SHIPPED IN

Never-Leak-Packages

Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

THOMSEN CHEMICAL CO.,

BALTIMORE, MD.

Let us send you a Sample.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,

SOUTHERN RAILWAY,

WASHINGTON, D. C.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

FACTORY

1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead, ——Tin Plate.——

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces

——20,000 Pounds Per Day.——

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

A. SCHULTZ & CO.,

Baltimore, Md.

THE CANNED GOODS EXCHANGE OF BALTIMORE, MD.

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ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

TIN STRIPS AND CIRCLES

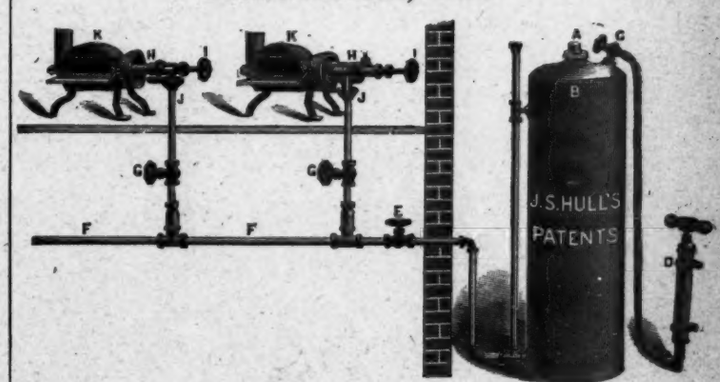
BOUGHT BY AMMIDON & CO.

2215-17 Boston Street, BALTIMORE, MD

J. S. HULL MFG. CO.

125-127 EAST FALLS AVENUE,

BALTIMORE, MD.



Manufacturers of

HULL'S

PATENT GASOLINE BURNERS, FIRE POTS AND HEATERS.

Repairs Promptly Attended to.

CANNING HOUSE SUNDRIES.

American Can Company

Principal Sales Offices:

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